

# **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.





THE SIXTH NATIONAL CORN EXPOSITION



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXII.

CHICAGO, ILLINOIS, MARCH 15, 1914.

No. 9.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

## BELTING

RUBBER-LEATHER-COTTON-CANVAS  
LONGEST SERVICE  
LOWEST COSTS

W. H. Salisbury & Co., Incorporated  
Belting Experts

Since 1855

CHICAGO, ILL.

GIVE US A TRIAL



New York

Boston

San Francisco

## BE SURE

it's the

## "MOHAWK"

brand of rubber belting.

Order of your building  
contractor or dealer  
or write us direct.

Consign your Grain and Field Seeds to

## Somers, Jones & Co.

82 Board of Trade, CHICAGO

## VAN LEUNEN SERVICE

— TRY IT —



GINGINNATI O

DECATUR, ILL.

## Give Us Your Business

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW

Price \$10.00  
At Factory.

Detroit  
Scoop-Truck Company  
2227 W. Jefferson Ave. DETROIT, MICH.



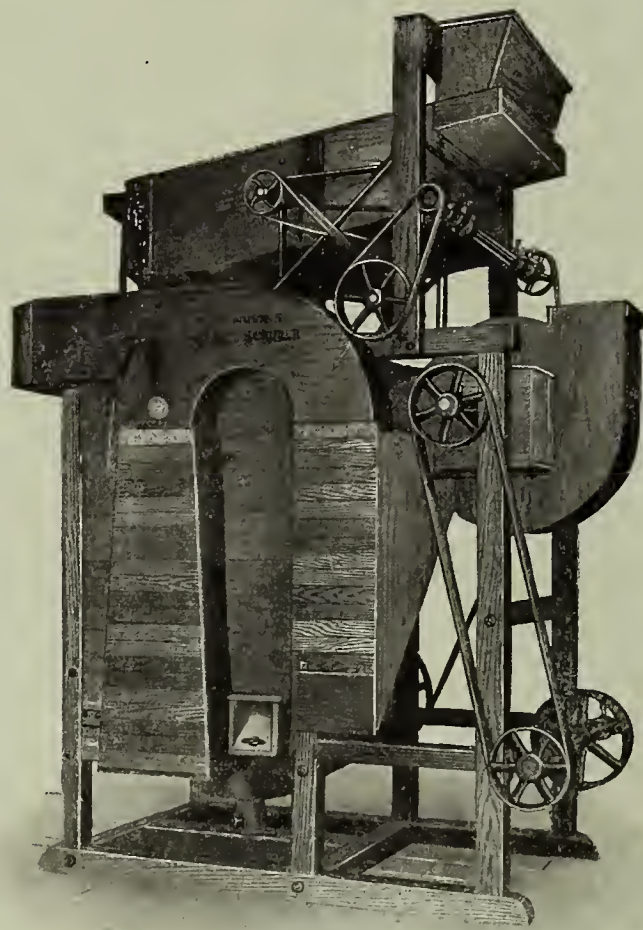


# The Moline Upright Oat Clipper

Because of its slow speed is a favorite wherever used.

It saves from 40% to 60% of the power required by horizontal machines.

This means a saving of the first cost in a short time and a future saving all the time.



Because of its by-pass spout it is not only a clipper, but can be used as a receiving separator.

No grain handler should be without one of these machines.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**

**MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# WESTERN GYRATING CLEANER

**Simple to Operate—Easy to Maintain**

The Western Gyrating Cleaner is designed for any elevator or mill built and is the principal asset thereof.

Given little attention, it will not fail to yield full service under any working conditions.

The reason rests with its correct design and extreme simplicity.

The Western Cleaner belongs to the gyrating family, having two distinct motions, rotary and oscillating. The former gives it great capacity, the latter frees the screens quickly and positively prevents clogging.

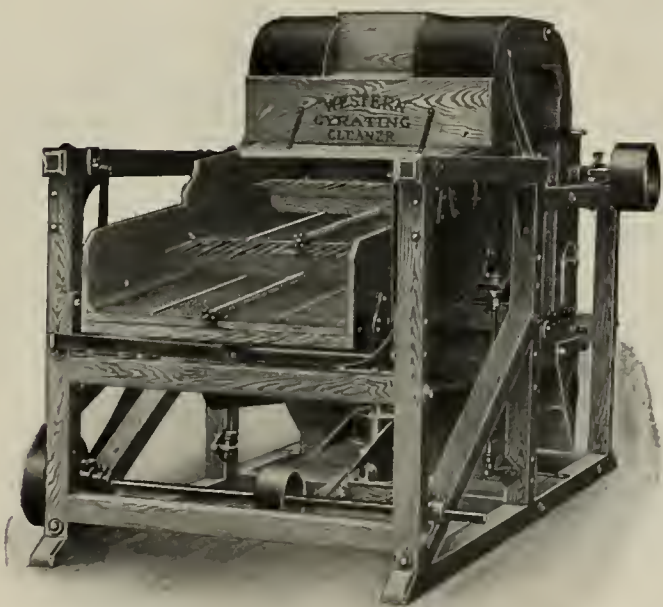
The improved patented adjustable finger screens are non-chokable and are always clean and open, assuring a quick and perfect separation.

Special screens for cleaning wheat and other small grains are easily and quickly adjusted.

The machine is extremely simple, built very strong of the best material, is thoroughly braced and will not rack.

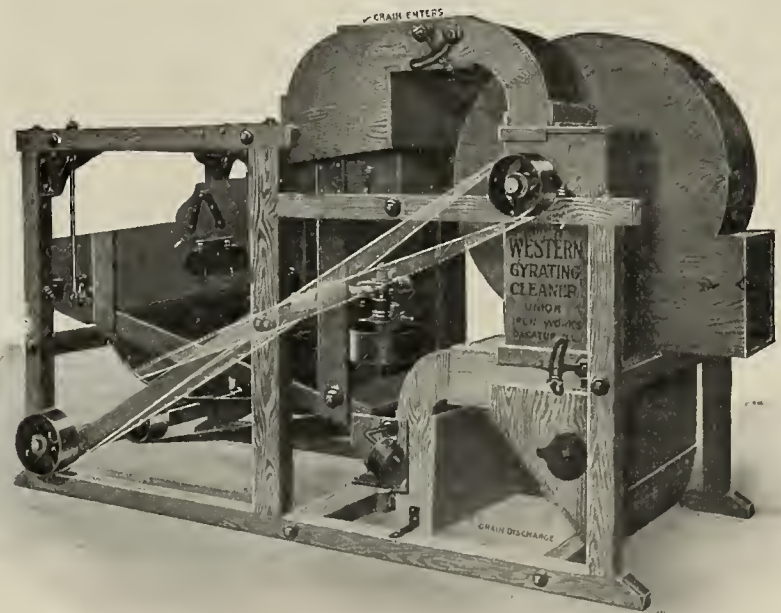
We claim greater capacity, better separation, better balance (less vibration), better control, greater durability and last but not the least, the most convenient and least expensive machine to install. Thousands of operators will verify our claim. Ask your neighbor Western operator.

And don't forget to write for our complete catalogue giving valuable information about Western elevator machinery, our claims and guarantee. It is free. A postal is all that is necessary. It will prove profitable to you.



END VIEW

Built in  
7 Sizes  
Capacities  
175 bus.  
to  
2400 bus.



SIDE VIEW

## UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

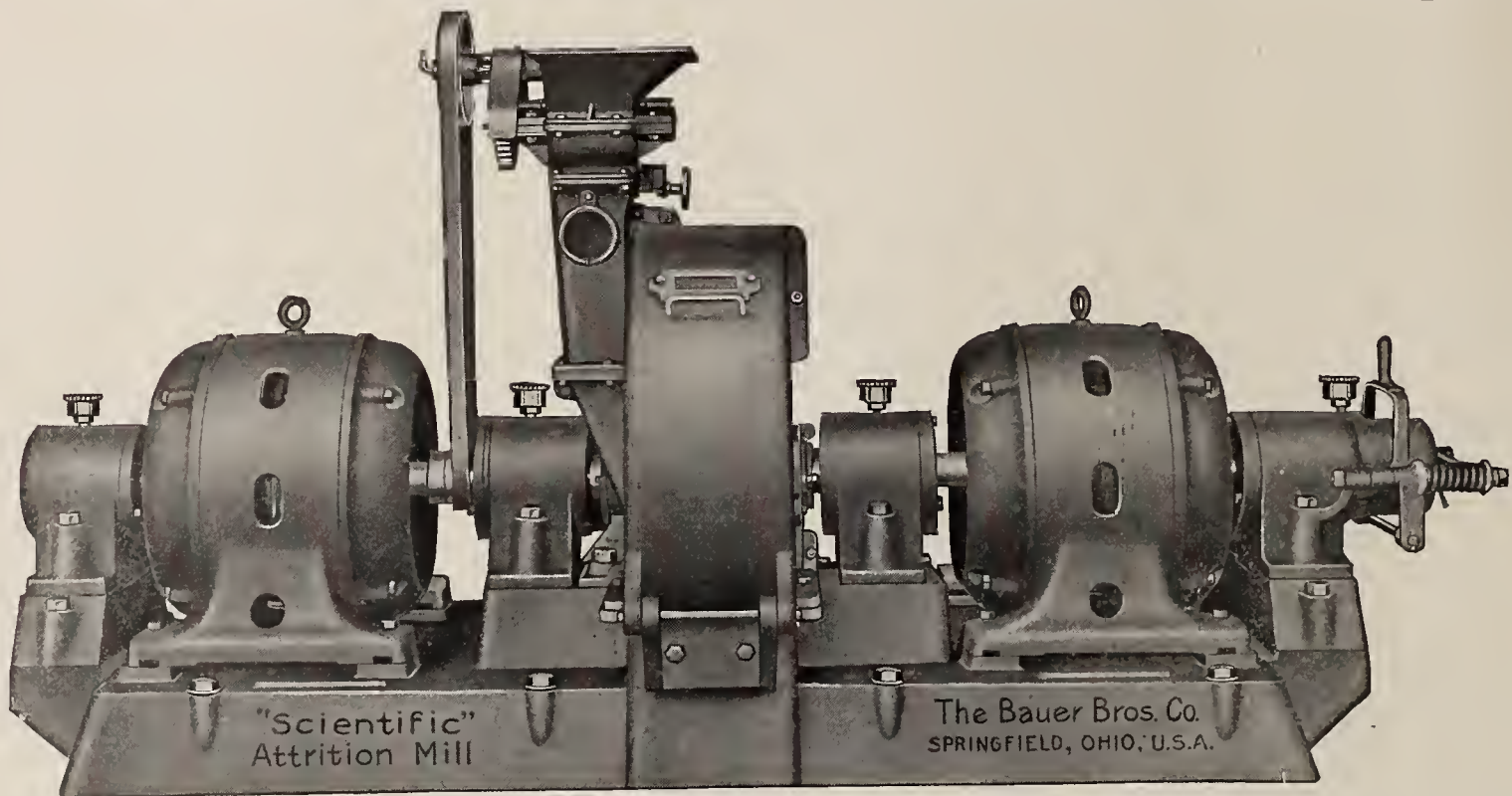
Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



# "SCIENTIFIC"

## Ball-Bearing Attrition Mills

<b>SAVE</b>	{	30% to 40% power cost	<b>EQUALS</b>	{	Increased profits
		90% cost of lubricants			More and better product
		50% upkeep cost			Perfect, cool running bearings



"SCIENTIFIC" Motor Driven, Ball-Bearing Attrition Mill.  
(Furnished with pulleys for belt drive if preferred)

### What users say—

"Our power cost has been reduced one-half."  
"Cannot praise it too highly."  
"Finest running machine we have ever seen."

### What users say—

"We grind double the amount with same horsepower."  
"After two years of use the mill is as perfect as the day we installed it."

The factory view tells a true story. Occupies a floor space of 144,406 sq. feet, equal to a building 30 feet wide, 1 mile long.



A Modern Plant with Up-to-Date Equipment.  
Visitors always welcome. Come see how the mills are built.

We **specialize** in building attrition mills. That is why the "Scientific" grinds most with least horsepower.

The "Scientific" Guarantee protects you. Ask those who have tried other makes, then bought the "Scientific."

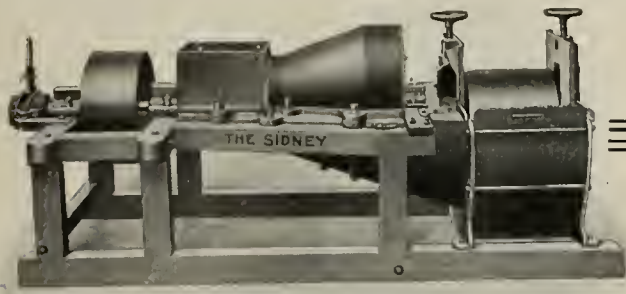
Our information booklet "C" will tell you many interesting things about feed grinding—sent on request.

# THE BAUER BROS. CO.

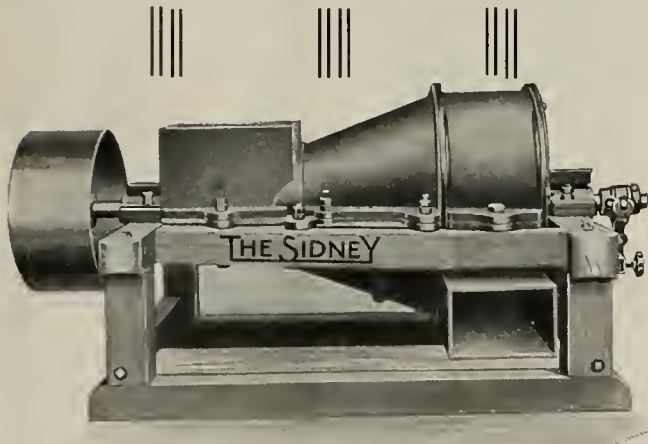
Sheridan Avenue

SPRINGFIELD, OHIO

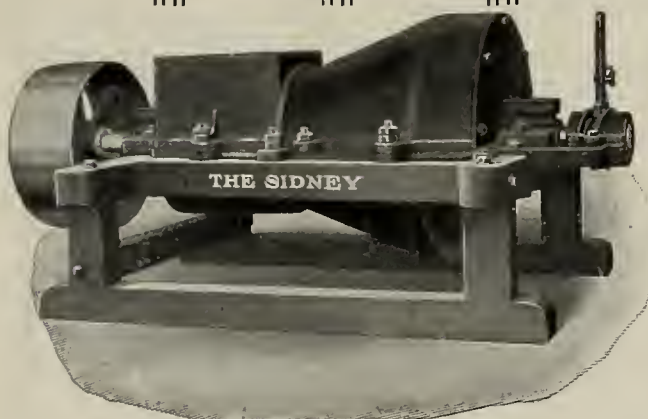




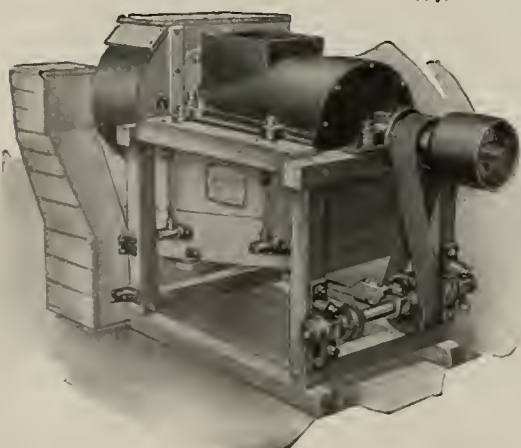
Sidney Combined Sheller and Boot, With Belt Tighteners on Boot



Sidney Fan Discharge Corn Sheller



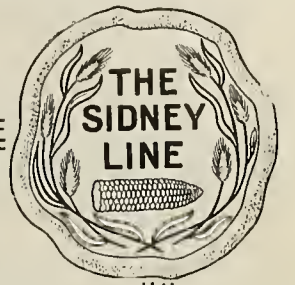
Sidney Regular Corn Sheller



Sidney Mill Sheller



Sidney Combined Sheller and Cleaner



## Compare All Corn Shelling Machinery

Judge for yourself if there are any advantages in any corn shellers that Sidney Shellers do not offer.

Sidney Corn Shellers are a success. They are a result of over half a century of experience in the building of corn shelling machinery, making us the pioneers in the field. It is a line that is true and tried and under the severest tests has come out successful.

## Construction

The Sidney line of corn shellers are provided with our patent adjustment so that the Sheller Cylinder can be adjusted to the different conditions of the corn while in operation. All shelling parts of shelling surface are chilled, insuring durability. All parts are made heavy, making the machine strong and durable and are designed so as to accommodate any elevator belt.

## Reliability, Service, Economy

The Sidney line of shellers have proven to be reliable and wherever they are found little trouble is experienced. There is no choking and no cracking of grain. Sidney Shellers mean quicker, easier, better and more profitable shelling of corn. They outlast any shellers on the market today. Ask your neighbor Sidney operator and be convinced.

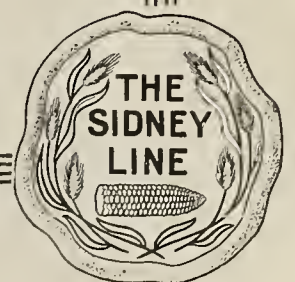
## Sidney Shellers Signify Satisfaction

We also manufacture a complete line of elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Shaker Feeders, Indicators, Iron Heads, Elevator Boots, Elevator Heads, Steel Loading Spouts and different articles in power transmission.

**A Sidney Book For You**—We have prepared an interesting booklet on Sidney Corn Shelling and Grain Cleaning Machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it today.

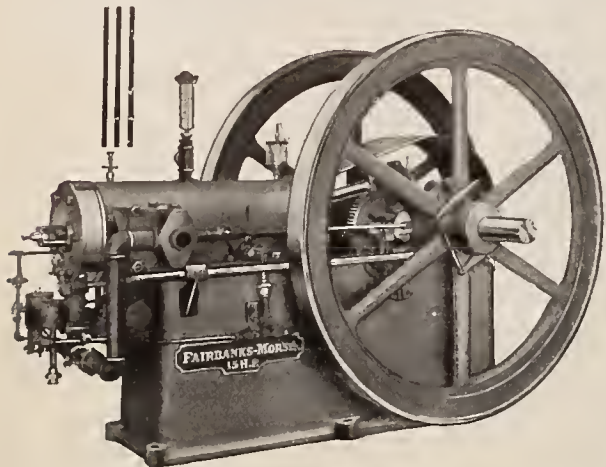
**The Philip Smith Mfg. Co.**  
SIDNEY, OHIO

A Complete Stock of Sidney Machinery Carried at  
ENTERPRISE, KAN.





## Fairbanks-Morse Oil Engines



Sizes  
2 to 200  
horse power  
in  
various  
types

Operate with *high* economy on many grades of cheaper oils. Change from one fuel to another without adjustment.

Write for Catalog 13S544.

### Fairbanks, Morse & Co.

New York

Chicago

San Francisco

Gas Engines, Pumps, Water Systems, Electric Light Plants, Wind Mills, Feed Grinders.



## Persistency

misguided is well represented by the man who was jailed three times for the theft of the same horse.

Persistency well directed, we believe, is confidence in having a good thing continuously striving until the reader is sufficiently convinced to make a trial.

# Goodrich

## GRAINBELT

reduces tonnage costs.

Our persistency in continuing to impress upon the readers of this publication the confidence we have in our ability to effect maximum economy and efficiency is but the outgrowth of years rich with experience in the manufacture and proper adaptation of our products.

Elevator Belts

Transmission Belt

### The B. F. Goodrich Company

Branches in All Principal Cities

Factories: Akron, Ohio

There is nothing in Goodrich Advertising that isn't in Goodrich Goods



Makers of Goodrich Tires and Everything that's Best in Rubber



## You Need This Mill

for grinding feed, table corn meal, pearl meal, linseed meal, etc.

### N. & M. CO.

## THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

Everything  
for the  
Modern  
Mill

## Nordyke & Marmon Co.

INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

America's Leading Mill Builders





# Machine=Molded Gears



We manufacture a very complete line of Gears 1-inch pitch and larger; they are noted for their strength, durability, true rims, accurate pitch and smooth running. Hence they are highly efficient and economical. If you use gears you should have our Catalog No. 38.

**H. W. CALDWELL & SON CO.,** Western Avenue, 17th to 18th Sts., **Chicago**

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street.



**Triumph  
Power  
Corn Sheller**  
**C. O. Bartlett & Co.**  
Cleveland, O.

## ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of  
**WHEAT, RYE, OATS, CORN OR BARLEY**  
at any given price from 10 cents to \$2.00 per bushel.  
One of the most useful books ever offered to millers.  
Indorsed by prominent millers and grain dealers.  
Bound in cloth, 200 pages. Mailed on receipt of price.

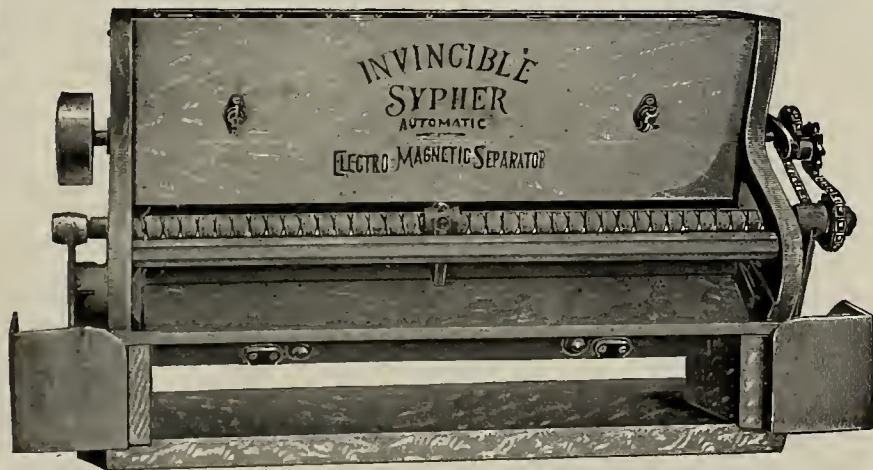
**\$1.25**

**Mitchell Brothers Publishing Co.,** 431 S. Dearborn St., Chicago, Ill.



**DUST! DUST! GIBBS  
DUST PROTECTOR** is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1. postpaid. Circular free. Agents wanted. **GIBBS RESPIRATOR CO.,** "B" 124 East Ave., Oak Park (Chicago), Ill.

## THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



### Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.  
Has retaining force of 500 pounds, making it impossible for any iron to pass it.

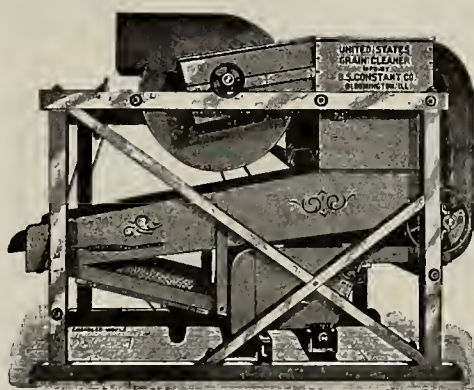
This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

**INVINCIBLE GRAIN CLEANER COMPANY**  
**SILVER CREEK, N. Y., U. S. A.**

—REPRESENTED BY—

F. J. Murphy, 234 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.  
Chas. H. Sterling, Jefferson House, Toledo, Ohio  
C. Wilkinson, 25 South 61st St., Philadelphia, Pa.  
F. H. Morley, 805 Webster Building, Chicago, Ill.  
McKain Mfg. Co., Los Angeles, Cal.  
Buckley Bros., Louisville, Ky.



## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and  
All the Corn Saved.

## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

**Net Price**

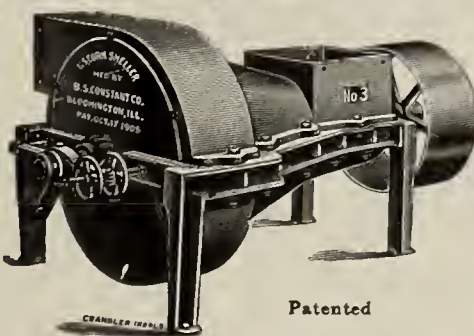
## U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

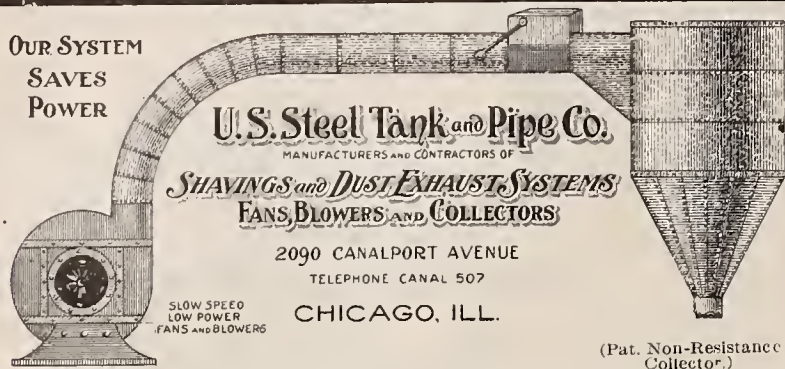
Send for a Catalog.

**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois





OUR SYSTEM  
SAVES  
POWER



U.S. Steel Tank and Pipe Co.

MANUFACTURERS AND CONTRACTORS OF  
SHAVINGS and DUST EXHAUST SYSTEMS  
FANS, BLOWERS AND COLLECTORS

2090 CANALPORT AVENUE  
TELEPHONE CANAL 507

CHICAGO, ILL.

(Pat. Non-Resistance  
Collector.)

**P**NEUMATIC Conveying Systems Designed and Constructed. Pipe work a specialty. Anything in Sheet Metal up to and including 10-gauge, either Black or Galvanized.

Send us your Plans and Specifications, and we will gladly furnish estimates on your requirements.

Our estimators are at your service.

REMEMBER, WE DO WORK RIGHT.

## Elevator Machinery and Supplies

FLOUR and FEED MILL MACHINERY

STEAM and GAS ENGINES

Pulleys, Shafting, General Power Transmission Machinery, Roll Grinding and Corrugating

Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

## GREAT WESTERN MFG. CO.

General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Salesroom  
1221-1223 Union Ave.  
KANSAS CITY, MO.

## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors



## HUDSON SILOS

FOR STORAGE OF  
GRAIN AND SEED

Most economical in material and cost of erection.

Drawings and specifications of complete plants furnished.

**F. E. HUDSON & SONS, Ellisburg, N. Y.**  
Manufacturers

LEONARD ENGINEERING CO., Representatives  
20 Vesey Street, NEW YORK CITY

## Post Talks For Live Dealers

You can control all the fence post business in your locality — instead of letting part of it go to mail order houses, agents or direct-to-consumer concerns.

The American farmer demands a better product and Carbo Patented Flexible Steel Posts are his ideal, which gives CARBO dealers an exclusive advantage.

Our increased capacity—increased output—gives us an opportunity of opening up new territory—and if you will properly represent us, we will give you an agency.

## CARBO STEEL POSTS

are in great demand throughout the country. Farmers readily see the superiority of posts that set in the ground direct, which eliminates the destruction of the necessary rust-resisting covering, while the anchor insures a permanent fence for all time—and this without any concrete foundation or accessories. Carbo comes finished to do the work.

### Contract for the Exclusive Sale in Your Town

and assure yourself of a good return on your investment.

- Our fixed price policy protects you.
- Our advertising campaign helps you.
- Our brotherly suggestions guarantee you success.

Write us for our special introductory dealers' proposition—and we'll lay our plan before you. Millions of Carbo Flexible Steel Posts are used by farmers everywhere, also by the U. S. Government and State Institutions, which give us their endorsements.

We have thousands of satisfied dealers. Why not join our ranks—now—before it is too late? Write for proposition "A".

Unit Post System (Patented)

Carbo Steel Post Co., 93 Rand McNally Bldg., Chicago, Ill.



## The Difference

in the

Construction of its "Inwards"  
Eliminates Three-quarters  
of the Internal Friction.

THAT SAVES POWER

## The New "1905" Cyclone Dust Collector

INVESTIGATE

Write for Our

Dust Collector Catalog

**The Knickerbocker Co.**  
Jackson, Michigan

## MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$473,253.91

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.  
402 Sedgwick Bldg. Wichita, Kansas

## MOISTURE TESTERS

With Copper Flasks, for gasoline, gas, alcohol or electricity, or with Glass Flasks, for gas or alcohol, conforming exactly with government specifications.

Prices \$30.00 upward.

Free Booklets.  
Instant Delivery.

**Hess Warming & Ventilating Co.**  
1210 Tacoma Bldg.,  
CHICAGO

MAKERS OF  
HESS DRIERS

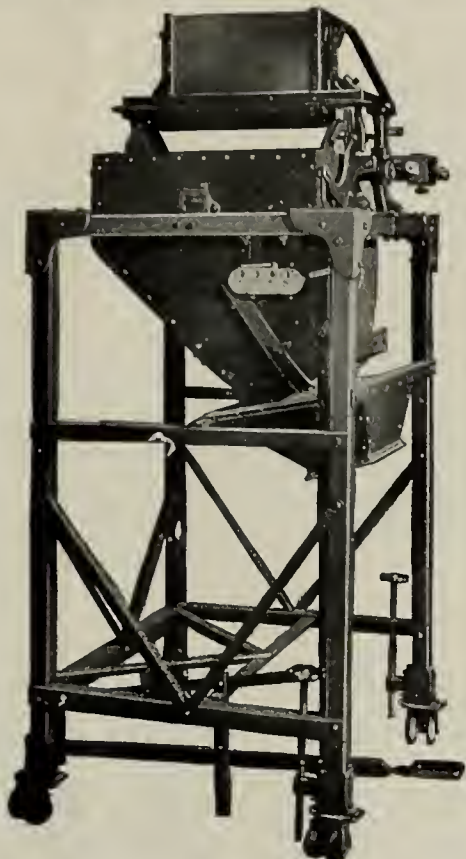
The Original Brown-Duval  
Tester for Alcohol.  
Price \$32.00.

Ask us for a Free copy of the Federal Corn Grades, printed on heavy board. You'll be sure to want it for reference.



## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims  
—  
Requires  
No  
Repairs  
—  
Occupies  
Small  
Space  
—  
Most  
Economical  
to  
Install



No Bother  
to  
Operate  
—  
Never  
Gets Out  
of  
Order  
—  
Will Not  
Rust  
or  
Wear Out  
—  
60 Days'  
Trial

PORTABLE BAGGER

Write for Catalog.

**National Automatic Scale Co.**

West Pullman, Chicago, Illinois

## The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	5,000,000.00
Undivided Profits	-	-	1,000,000.00

### OFFICERS

ERNEST A. HAMILL.....President	FRANK W. SMITH.....Secretary
CHARLES L. HUTCHINSON, Vice-Prest.	J. EDWARD MAASS.....Cashier
CHAUNCEY J. BLAIR....Vice-President	JAMES G. WAKEFIELD...Asst. Cashier
D. A. MOULTON.....Vice-President	LEWIS E. GARY.....Asst. Cashier
B. C. SAMMONS.....Vice-President	EDW. F. SCHOENECK...Asst. Cashier

### DIRECTORS

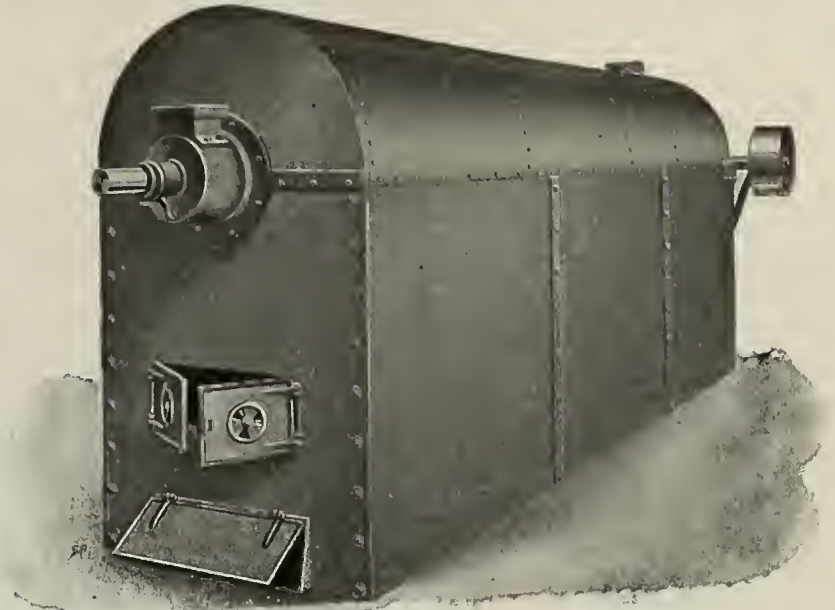
CHARLES H. WACKER	CLYDE M. CARR
MARTIN A. RYERSON	WATSON F. BLAIR
CHAUNCEY J. BLAIR	EDWIN G. FOREMAN
EDWARD B. BUTLER	CHARLES L. HUTCHINSON
CHARLES H. HULBURD	EDWARD A. SHEDD
CLARENCE BUCKINGHAM	FREDERICK W. CROSBY
BENJAMIN CARPENTER	ERNEST A. HAMILL

### UNITED STATES DEPOSITARY

Foreign Exchange	Cable Transfers	Letters of Credit
------------------	-----------------	-------------------

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

## "Fitz Special Grain Drier"



### A New and Improved Method of Drying Grain

The "Fitz Special" is a **continuous feed** machine. It does not have to be charged and recharged like so many other driers.

It is a self contained machine; simple to operate and easy to install in any location. It handles grain in any quantity desired up to 100 bushels per hour with perfect ease.

The grain is thoroly mixed while being dried. Every kernel is dried alike.

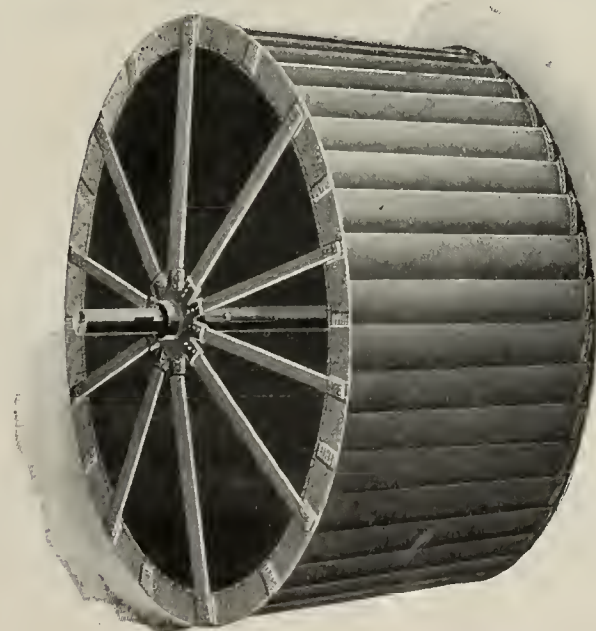
### NO STEAM REQUIRED

The "Fitz Special" is not a Steam Drier. It uses Direct Heat from a fire contained within the machine itself. It dries grain at less cost per bushel than any other method.

And the price is reasonable too. Send for our circular and get full details.

**Fitz Water Wheel Co. Hanover, Penna.**

### The I X L Steel Overshoot Water Wheel



Will develop one-third more power than any turbine made, using the same amount of water and working under the same conditions.

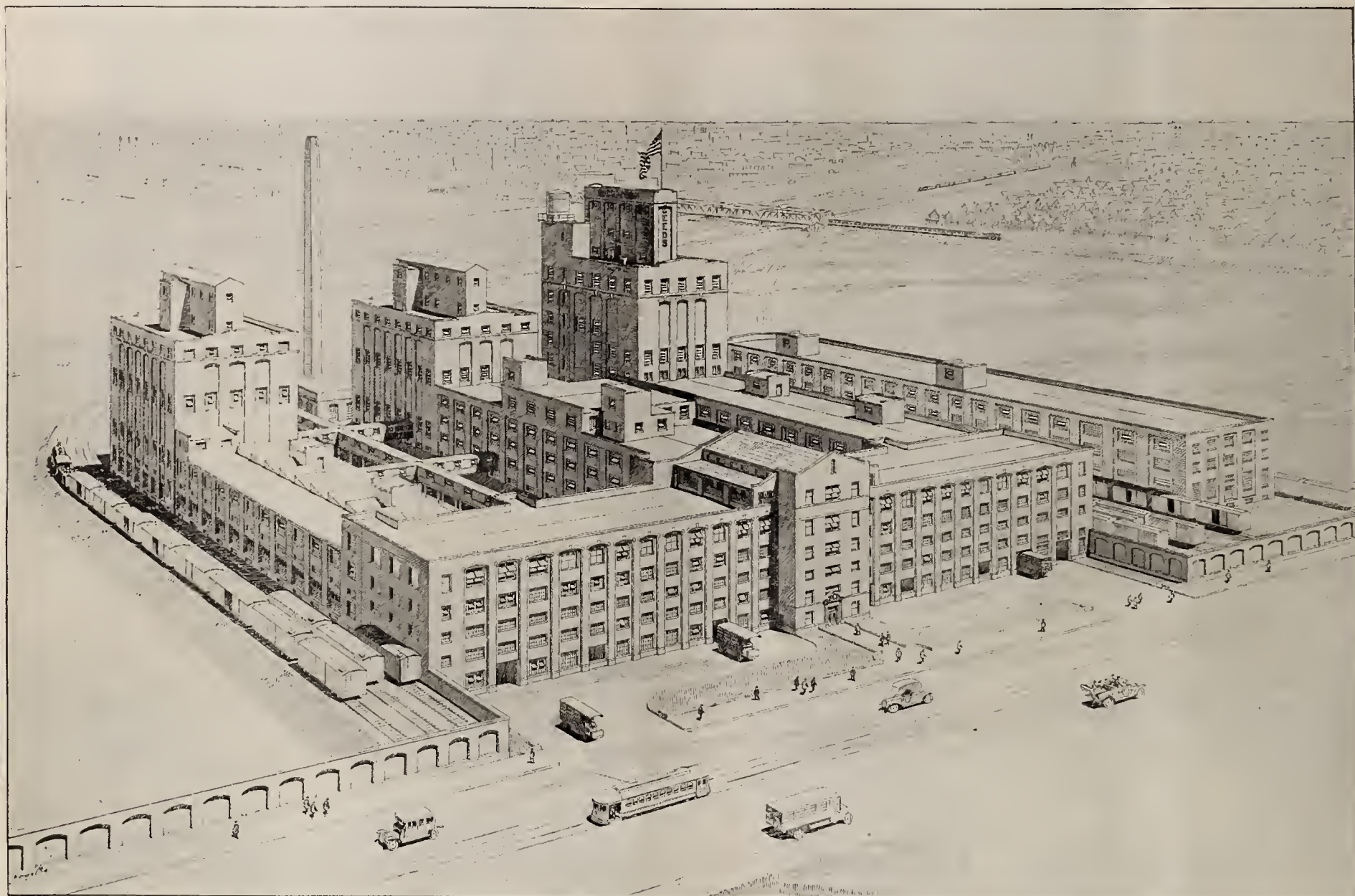
Can not choke up with leaves or sticks. Impossible to get out of balance or clogged with ice like the "old-fashioned overshoot." Full particulars in Catalog No. 11. Mention this magazine.

**Fitz Water Wheel Co. Hanover, Penna.**



# THE ALBERT DICKINSON COMPANY

## Wholesale Grass and Field Seeds



THE NEW PLANT OF THE ALBERT DICKINSON COMPANY, 35th ST. AND CALIFORNIA AVE., CHICAGO, AS IT WILL APPEAR WHEN COMPLETED

The Dickinson House was established in 1855. Today, nearly sixty years later, they are doing the largest wholesale agricultural seed business in the world. Pictures of the new Chicago plant, with limited details, are on the opposite page; architect's completed plant above.

*The Dickinson brands*

**GLOBE—PINE TREE—ACE SEEDS**  
Timothy, Alfalfa, Clover, Red Top, etc.

**GLOBE  
WHITE CROSS  
PINE TREE POULTRY FEEDS**

are recognized as standard of quality.

With the larger and up-to-date facilities at the new plant, they will be able to supply their increasing demand for good goods at a moderate cost.

# THE ALBERT DICKINSON COMPANY

## CHICAGO



# THE ALBERT DICKINSON COMPANY

New  
Chicago  
Plant



Wholesale  
Grass and  
Field Seeds

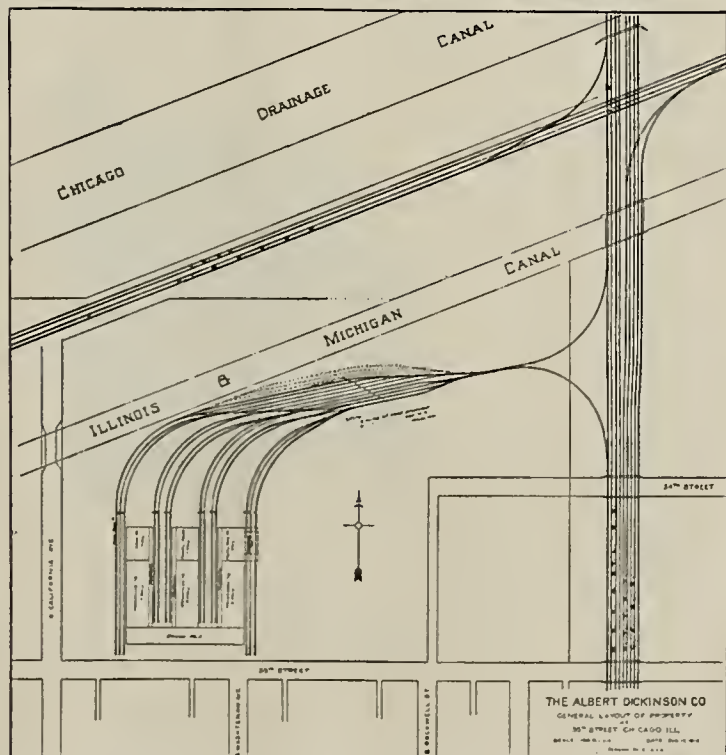
Buildings Occupy Area 420 x 420 Feet. Highest Roof 200 Feet.



Photograph January, 1914, After One Year's Work of Erection. Office Building Across Entire Front Now Going Up.

## Transportation

Every Railroad coming into Chicago.  
Water connection by River and Drainage Canal.



Engineer's Sketch, 1913, Proposed 5 Miles Trackage.

Three and one-half miles Railroad Trackage already built. **Trackage Room** in Dickinson R. R. yard for over 300 cars.

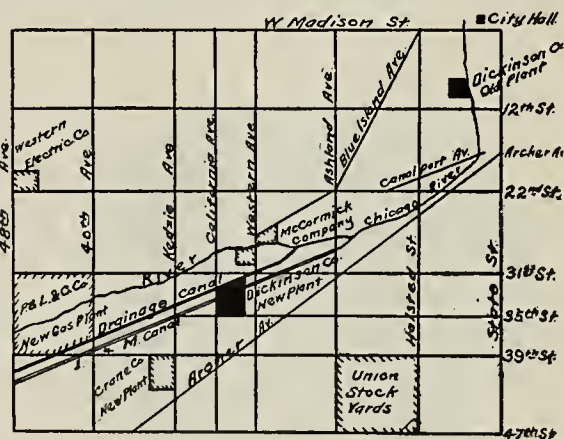
## Location

35th Street—California Avenue—Drainage Canal

**The New Plant** is about three quarters mile north-east, nearer the city center, than the new Crane Company plant, now also under construction.

**Area** of total plant including Drainage Canal property under lease—over 60 acres of land.

**Insurance**—Fireproof brick and concrete building, with full latest underwriters equipment, affording exceptionally low insurance.



The old principal Chicago plant of The Albert Dickinson Company (The Chicago Dock Co.), West Taylor Street and the River, has been sold and all buildings are to be wrecked and grounds cleared by August 1, 1914, for the new Union terminal. Some of the new buildings at 35th street are now being used for storage and it is expected the new plant will be occupied and in full operation by July, 1914.

# THE ALBERT DICKINSON COMPANY

## CHICAGO



# Quick Action on Big Driers

We have told you, lately, of our activity in shipping small drying equipments—which we can do in five hours from receipt of the order.

## Here's How We Handle Big Ones

**On February 26th** Caughey-Swift Company gave us an order to build a big drier at the Detroit Railroad Elevator, which they recently have taken over. The work involves a new fire proof drier building 38 ft. high, on top of the boiler house, with conveyors, spouting, rope transmission, steam connections, etc., and on or before April 1st we must turn over the complete plant ready to dry grain.

**February 27th** our building superintendent was on the spot with a corps of workmen and began operations.

**March 1st** the structural steel was delivered and masons began laying brick and tile.

**By March 7th** the drier and the machinery, three carloads in all were shipped.

**March 9th** our building superintendent reported that the walls would be completed by **March 13th**, ready for the installation of the drier.

This ad goes to press March 11th, so later reports are impossible, but it is quite likely that the drier will be completed by **March 25th**, a week ahead of contract time.

**Owning our own factory**—employing a force of expert drier men the year round—carrying a large stock on hand—and **knowing how** to do these things—makes it possible for us to deliver drier equipments in remarkably short time.

When you want a drier—in a hurry or not—wire, telephone or write us. We will respond quickly.

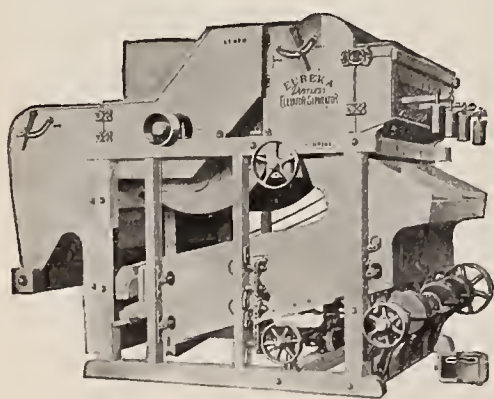
We make, also, and keep in stock, **moisture testers, scales, corn grading sieves**, etc.

**Hess Warming & Ventilating Company,** 1210 Tacoma Building  
CHICAGO

Ask us for a copy of Federal Corn Grades, effective July 1st. Placards for your wall or celluloid in pocket size. **No charge**, and we are glad to send them to you.



A Trade Mark, "to distinguish  
the Best from the Rest."



### Eureka

THE FIRST "SAFETY FIRST"

Grain Cleaner

Equipped with

Multiblade all steel fans  
Enclosed eccentrics  
Guarded gears and sprockets  
Headless set screws  
Safety collars

When we put the "Eureka" trade-mark on a Grain Cleaner, we enter into a contract with the ultimate owner of that machine. We contract to give him complete satisfaction INDEFINITELY. There is no time limit in the Howes guarantee.

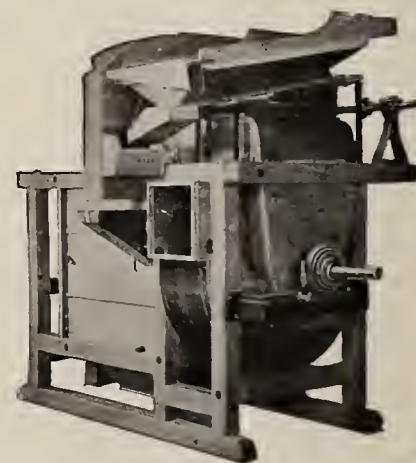
We want him not only satisfied—but ENTHUSIASTIC; and to this end stand ready and willing to go to any expense or trouble.

If he ever has difficulty with his machine—if it ever fails to operate as it should operate—if, for ANY reason, he is displeased—we stand ready, and GLAD, to overcome the difficulty—to do it promptly and completely.

We believe it is better to sell a man permanent satisfaction and make him a booster, than to save him a few dollars and make him a kicker.

"Eureka" owners are satisfied owners. To make them KEEP so is the first obligation of this company.

**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.



### Eureka

THE FIRST "SAFETY FIRST"

Oat Clipper

Equipped with

Multiblade all steel fan  
Ball bearings  
Self-oiling eccentrics  
Perfectly balanced cylinder  
Self-balancing shoe

#### REPRESENTATIVES

F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
E. A. Pynch, 311 3rd Ave. S., Minneapolis, Minn.

J. O. Smythe, 1034 W. 32d St., Indianapolis, Ind.  
W. M. Mentz, Sinks Grove, W. Va.

Special Sales Agents—The P. H. Pelkey Construction Co., Wichita, Kans.

Wm. Watson, 703 West. Union Bldg., Chicago  
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio





## Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

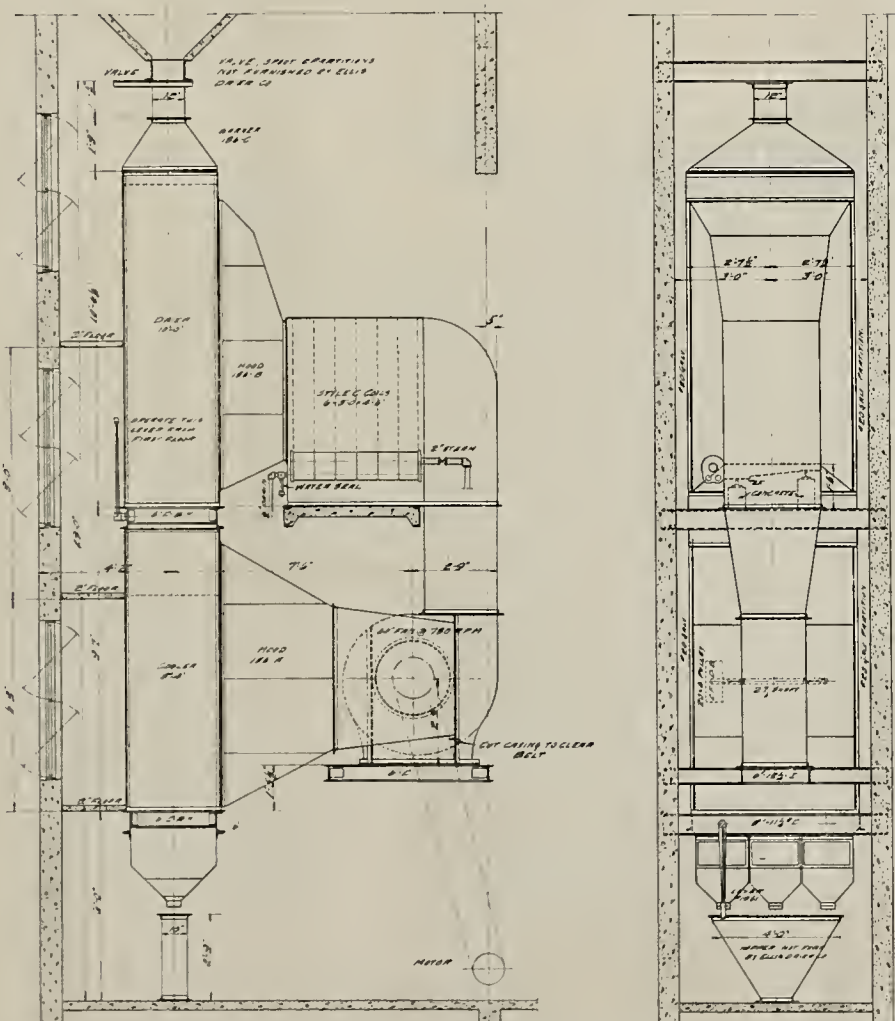
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

**A. T. FERRELL & CO., Saginaw, W. S., Mich.**



Drier for Amendt Milling Co., Monroe, Mich.

The above cut of a 150 to 200 bushels per hour drier, clearly illustrates the compactness of the Ellis machine when it is necessary to economize space.

## The New Ellis Drier

is the biggest advance in grain drier construction in the last 15 years.

Exposed drying area increased 33⅓ per cent which means a heavy increase in capacity.

New type drier is perfectly self cleaning. All movable bulkheads have been completely done away with.

Power required for fan operation reduced 50 per cent.

Add these facts to the two exclusive features—a return air system and the application of the drying air to both sides of the grain layer—and you have a few reasons why the Ellis Drier has become the drier of the century.

We use woven wire cloth instead of steel plates to support the grain in the drier because we know that under ordinary drying temperatures the grain which lies next to the steel plate will become parched and discolored. Ask any practical grain man.

Continuous feed or dump system.

## The Ellis Drier Co.

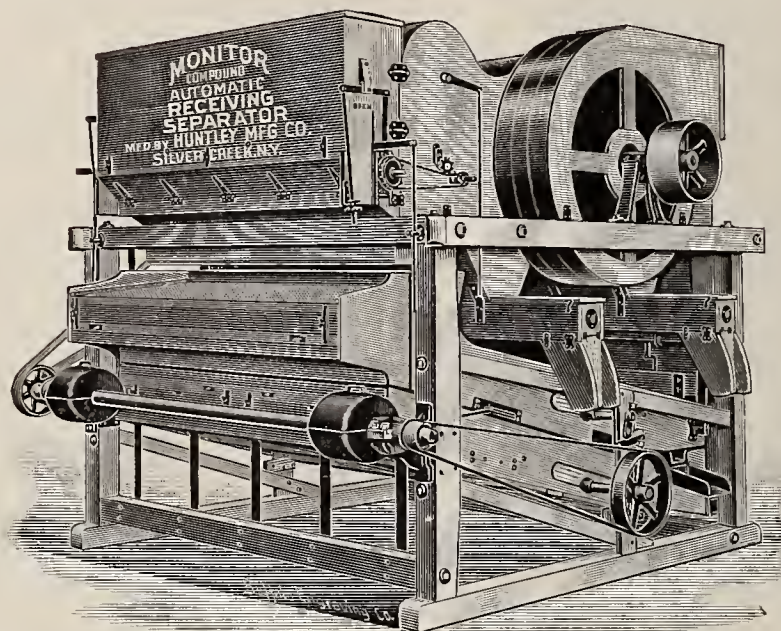
Postal Telegraph Bldg., Chicago, U. S. A.

GRAIN DRIERS

OAT BLEACHERS



# Monitor



America's Master Cleaner—our Automatic Receiving Cleaner. Heaviest built, finest fitted, smoothest running, easiest regulated, most accessible mechanism, closest-cleaning-without-waste-cleaner Receiving Separator manufactured today. The three largest cleaning machinery contracts for elevators built on the North American Continent in recent years were placed for equipments of this machine exclusively.

## “Monitors” “or their equivalent”

**We argue—**

that since the specifications for cleaning machinery for the largest modern equipped elevators *more often than otherwise* read: “*Monitors or their equivalent*” it naturally follows that “Monitors” are the standard by which all cleaners are judged; and one thing more—since we have built “Monitor” cleaners for 70% of these same gigantic elevator equipments of which we speak, *their equivalent* it seems *was not found*. Can you beat an argument such as this? Get posted.

**HUNTLEY MFG. CO.**  
**Silver Creek, N. Y.**



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXII.

CHICAGO, ILLINOIS, MARCH 15, 1914.

No. 9.

## Storage Facilities Added to Minneapolis Plant

Eighteen Tanks Supplement Transfer and Cleaning Equipment—Efficient Conveying Systems Connect Old and New Houses—New Storage Bins of Modern Concrete Design—Some Important Changes Made in Working House—New Garners Built in Unique Manner

THERE was completed in the spring of 1908 at North Town Junction, Minneapolis, Minn., a receiving, mixing, cleaning and transfer elevator, having 90,000 bushels capacity, built entirely of common brick laid in Portland cement mortar. It was owned by the Gould Elevator Company, and in the description of the plant published in the "American Grain Trade" for July of that year it was stated that the elevator was designed for a rapid-handling house and that it was the intention of the owners in the future to add some consider-

able storage to their property. This new storage was added last year and the illustration shows the new modern concrete storage tanks adjoining the old brick elevator, which were completed in November by the Witherspoon-Englar Company of Chicago for the Gould Grain Company of Minneapolis, the successor of the former company.

The new storage annex consists of eighteen concrete tank bins, 22 feet inside diameter with depth each of 88 feet, surmounted by a concrete cupola 24 feet wide and 12 feet high. The storage capacity

is 508,000 bushels. Both in the cupola above the tanks, and in a tunnel beneath, there runs a 30-inch belt conveyor of 8,000 bushels-per-hour capacity each, for conveying grains to and from the old house.

To meet the new grain handling conditions brought about by the construction of the storage annex it was necessary to supply the two receiving legs in the old brick house with new garners, with a capacity of 2,500 bushels each. In order to do this, the garners were built on the top story



ELEVATOR AND NEW STORAGE ADDITION OF THE GOULD GRAIN COMPANY, MINNEAPOLIS, MINN.  
Designed and Constructed by the Witherspoon-Englar Company, Chicago, Ill.







## A New Elevator for the "Famous" City

The P. C. Kamm Elevator Makes Substantial Addition to the Grain Handling Facilities of Milwaukee—House Is Model of Compact and Convenient Construction—Cleaning Equipment Independent of Ordinary Grain Flow—Milwaukee's Resources

It found the demand for its new line, which was started as a sort of side line, and in a very modest way, encroaching on its other departments, and this was unexpected to the point of being absolutely inconvenient.

Still, orders were not turned down. The fact that orders were picked up here and there, all over a wide territory, especially in the Southeast, without any trouble at all, growing largely out of recommendations made by poultrymen, and in like casual ways, simply resulted in the company's letting the business grow in this manner, without any attempt to go after things in distant territory in a systematic way. And nothing could indicate more clearly the wide field which exists for a good, efficient feed than the success which this company, not to mention a few others, has met with, with the small selling expense which it has incurred.

An important share in the success of the feed may well be attributed to the fact that the company took the up-to-date course of adopting an appropriate and distinctive name for the product. This name was used from the start, and is still used, in all of the company's advertising and printed matter relating to the feed, until it has become familiar to thousands of chicken raisers.

In consequence, the name itself now has a distinct good will value, gained, it is true, by strict maintenance of the quality of the article ever since it has been on the market; but it is entirely probable that if the company desired to do so, it could now put out a much inferior article—one made of less high-grade grain, for instance—with equal success, by using that name. Of course it has no intention of risking the value of the good will which it now enjoys by doing anything of this sort, however.

The value of a trade name of this sort, applied to any kind of especially prepared product, lies not only in the fact that it is usually more easily remembered than a firm or company name, but that it can be made more characteristic, and therefore less subject to imitation; and, moreover, when it is properly chosen, and is not merely descriptive, it can be legally protected by the owner as against all infringers, which is a consideration worth while.

Solomon is credited with the statement that a good name is more to be valued than great riches; and the truth of this statement has been so often proved in these days that one might suspect the wisest of men of having had some experience in the business world with a well-advertised trade name; and in the particular line of business referred to, it is pretty well indicated by the fact that the principal competitor of the company in question is another concern, which markets a somewhat similar food under a coined name which has become familiar with poultrymen in a wide territory.

For the particular feed indicated, the company uses only first class grains, which are prepared by special equipment which it has purchased for that purpose. Inasmuch as it gets a very attractive price for the feed, as compared with the value of the several ingredients which go into it, the company has decided that it would not pay to risk the quality of the article by using inferior grain.

Still it may be taken for granted that a salable food could be prepared from low-grade grain, as long as nothing of a nature either valueless or actually harmful is used; and it might be worth while for the elevator or grain concern with a considerable quantity of sweepings or cracked grain to prepare a formula of its own for a good chicken feed and get a better price for its waste by putting it out in an attractive form. The latter idea is now being developed by a number of concerns.

The particular point about the matter which is worth while, of course, is not so much the selling of grain for chicken feed—for that has been done, in a desultory sort of way, for years, by practically every member of the trade—but the idea of preparing a special feed, under a name or brand which can be protected. The possibilities of this lie in the fact that a permanent trade can be built up for the concern handling such an article, whereas, of course, cracked corn is merely cracked corn everywhere.

MILWAUKEE is putting forth every effort to regain the prestige it held years ago as a grain shipping point. The new plant which the P. C. Kamm Company has just finished will add 200,000 bushels to the storage capacity of the port, and also serves as a model for durability and convenience in elevator construction.

The house is absolutely fireproof in construction, reinforced concrete and steel alone entering into its make-up. At the end of the storage bins the work

der the cleaners are another set of cleaners and grading machines. These discharge to other bins directly beneath, so that the cleaning and grading machinery can be kept in constant service while the receiving and shipping is taking place.

The dust collector and dust bins are located over the track shed, where the dust from the cleaning machinery is gathered. Here it is sacked or discharged directly by spouts to the cars. Part of the room over the track shed is also used for the sack-



THE P. C. KAMM ELEVATOR, MILWAUKEE, WIS.

house is situated. This has a storage capacity of 20,000 bushels, and is admirably arranged for the rapid handling of the grain at the plant. A double track shed runs through the building, which is equipped with two unloading pits. A gravity-pit carries the grain directly to the leg, and from the other the grain is conveyed by a belt conveyor to the receiving leg, which carries it from the basement to the top floor of the cupola. Here it is weighed and discharged to the shipping leg, or is distributed to the storage bins by means of a 30-inch belt conveyor.

The shipping leg also discharges to either of the garsers for weighing by the automatic scales, from which the grain is sent by gravity spouts to the cars on either track. From the storage bins a 30-inch conveyor belt in the basement carries the grain back to the workhouse for elevation and distribution.

The workhouse is equipped with Monitor Cleaners and Sackers, as some of the grain is handled in sacks as well as in bulk. The cleaners are fed from bins which are directly under the scales. Un-

der the cleaners are another set of cleaners and grading machines. These discharge to other bins directly beneath, so that the cleaning and grading machinery can be kept in constant service while the receiving and shipping is taking place.

All of the machinery in the building is electrically driven by individual motors. A power driven employees' elevator carries from the first floor to the top of the plant with supplementary stairs in the cupola. Automatic shovel machines of the latest pattern have been installed and car pullers for both tracks are used. The new building is the plan and work of the Burrell Engineering & Construction Company of Chicago.

Milwaukee has generous elevator facilities, but over two-thirds of the capacity is used in connection with the various industries in the city. The private elevators have a combined capacity of 10,250,000 bushels. The public plants, or those which are used for storage and shipping, have a combined capacity of 4,025,000. Of these the Kamm Elevator ranks fourth.



## The National Corn Exposition

Dallas, Texas, Corn Show Takes High Rank Among Agricultural Exhibits—Educational Features of Greatest Value—Prize Winners Represent All Sections of the Country—Rich Awards to Contestants

THE sixth annual National Corn Exhibition was held in Dallas, Tex., February 20-24. It was the greatest agricultural show ever held in this country, not only in the class and variety of the exhibits shown, but in the demonstrations of scientific farming and in the number and value of the prizes offered to the contestants.

The name of the exhibition is a misnomer and does scant justice to its wide scope. In the Euro-

port and were largely responsible for the details of the organization and conduct of the exposition.

Unfortunately for the success of the exposition, from the purely spectacular and popular standpoint, the policy under which it was conducted and con-

lasting and constantly growing service to the agricultural interests of the country as a whole.

There were all sorts and kinds of attractions which, no doubt, would have drawn heavily had not the weather been against the possibility of any very large attendance from the very start. But few fair and warm days occurred during the continuance of the show and on other days, while the management had thoroughly heated the big buildings, it was not possible to convey this information in convincing form to those who would have been most benefited by the show, and they stayed away.

But while the attendance was poor those who

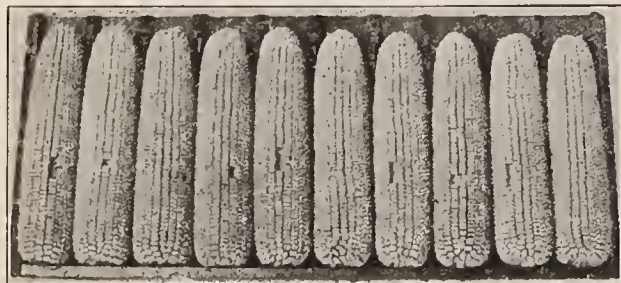


EXHIBIT WHICH WON THE TEN-EAR TROPHY

pean markets the term "corn" is used to designate all grains. It is in this broad sense that the name was selected, but even so it fails to cover the field of exhibits for which rich prizes were offered. Besides the grains of all kinds, cotton, hay, legumes, sorghums, flax, dairying, peanuts, swine and tobacco were shown. Accompanying all of these exhibits were demonstrations and lectures which comprised in the aggregate one of the most valuable agricultural school courses ever offered to the public. Financially none of the corn shows have been a success, but from an educational standpoint they have each year grown in value, and those who took advantage of the opportunity offered, carried home with them rich lessons in the best methods of increasing the wealth of their farms.

The grain trade of the country has been unaccountably indifferent to the show, touching as it does their very life. That they are alive to the value of improved crops is evidenced by the splendid work which is being done by the Crop Improve-

ceived, precluded any rivalry between states in ornate presentation of exhibits. It refused all exhibits from railway systems and declined to permit any immigration schemes to be worked, the purpose of the exposition being to educate the farmers and agriculturalists of the section in which it might be held rather than an inducement, however covertly

came saw much and learned much that will rebound to the great and lasting benefit of the state. Once inside the exposition halls the intelligent farmer had opened before him a wonderful panorama of the finest fruits of agricultural endeavor. He saw not only examples of the best each of the thirty-seven states exhibiting had to show in the way of farm products, but he was told, tersely and in language so simple that the dullest might understand, just how the results which interested him had been obtained and how he could go back to his farm and attain them himself. The attendants were the most obliging and capable lot of men ever seen in a big show in Texas. They were mostly men who had their work at heart and were masters of the subject they elected to talk about. They knew what was what in the way of getting results and they had a way about them of telling their story so simply and with such direction, that many a splendid lesson was carried away to do its work on the farms.

One of the greatest points of interest was in the oats exhibit. For the best peck of oats Colorado had offered a cup made from native silver and valued at \$1,500. For two successive years this trophy had been won by J. C. Hill and Sons, of Lloydminster, Saskatchewan, and as three wins entitled the holder to permanent possession, great efforts were made to keep the trophy in this country. But the Saskatchewan growers were again successful and carried the trophy across the border for all time. At the close of the exhibition, however, they asked the directors for permission to offer another trophy of equal value and on the same basis as the Colorado cup had been given.

For the best corn two magnificent trophies were awarded, the first, for the best single ear, is offered by Mr. W. K. Kellogg, of Battle Creek, Mich. The trophy is a beautiful example of the silversmith's art and is made of solid gold and silver with "The Sweetheart of the Corn" in enamel on the side. The pillars supporting the bowl have Indian eagles in relief at their tops. This trophy went to Hy Hop-



THE MAIN EXPOSITION BUILDING, DALLAS, TEXAS



THREE OF THE VALUABLE TROPHIES GIVEN AS PRIZES

The first is the Indiana Trophy for the best ten ears of corn; the second is the Kellogg Trophy for the best single ear of corn; the third is the Colorado Trophy for the best peck of oats exhibited.

ment Committee of the Council of Grain Exchanges, but this splendid adjunct of that work has, in a large measure, passed unheeded.

Too great credit cannot be done to the business men of Dallas for their part in making the show a success. They contributed \$100,000 toward its sup-

plied, to incite emigration to other sections. In this principle is found expression of the idea that the migration of the exposition from year to year and from section to section will in time so educate and encourage the farmers by demonstrating what others have accomplished, that it will perform a



## Grain Salvaged After Big Elevator Fire

Floating Grain Drier Reclaims Submerged Grain—Moisture Content Reduced from 50 to 12 Per Cent—Arrangement of Drier Permits Ease in Handling—Rated Capacity Exceeded in Test Run

pler of Illinois. The winning exhibit was a mammoth white ear weighing 18 ounces and perfectly formed. The second national corn trophy was donated by the Indiana Corn Growers' Association for the best ten ears exhibited. The trophy is a solid silver cup thirty inches in height, resting upon an ebony base and pedestal, with a total height of over six feet. The top is surmounted by a crown of victory, composed of ten ears of corn, springing from which is the figure of Liberty in whose outstretched hand is a laurel wreath. The inscription on the front of the cup is "National Corn Association." Below is a double horn of plenty, the mouth of each being filled with ears of corn and in the space between is the State seal of Indiana. On the reverse side is etched the name "Indiana Corn Trophy," beneath which is

WHEN the Minnesota Elevator of Chicago, belonging to the Armour Grain Company, was burned last month, there was in storage at the plant about a million bushels of wheat, corn and oats. Fully 300,000 bushels of this slid into the river when the walls collapsed, but a large proportion of it will be saved by the Armour drier *Helena*, which is now at work salvaging the grain.

the Chicago River during the fire, was raised by clams and dumped on scows waiting to receive it. The stone, brick and timber refuse was thrown out and the scows were moved alongside the *Helena* where the clams transferred the salvage to the forward bins of the steamer. After draining for several hours, the material was conveyed to the driers. The ingoing grain tests between 50 and 55 per cent moisture; the dried grain tests 12 per cent.

The entire equipment of the drier is arranged for the greatest convenience in operation. The grain can be conveyed from the steamer bins to the drier, as is done in the present case, or it can be delivered from elevators directly, as the vessel lies alongside. After drying, the grain can be sent back to the steamer's hold or can be discharged by its own machinery to elevator, vessel or car. In this manner it is unnecessary to unload at an elevator having a marine leg.

The drier itself is arranged in a battery formation, two 6-unit machines to a battery. Directly in line with the driers are located the coolers, composed of two 6-unit machines. Each battery is 28 feet 4 inches in height by 10 feet 2 inches in width. The entire construction of all the machines is of steel, absolutely fireproof. Connected with each drier are steel coils of 1-inch pipe with a total length of 25,200 lineal feet. In connection with the coils there are two automatic feed pumps and receivers, which take care of all the water condensation and pump it directly back to the boilers.

Heated air to the driers is delivered by "Sirrocco" fans, each fan capable of delivering 110,400 cubic



THE STEAMER GRAIN DRIER "HELENA" SALVAGING GRAIN AT CHICAGO

the inscription, "To be awarded annually for the best ten ears of corn exhibited at the National Corn Exposition." "L. B. Clore, Franklin, Indiana, 1908," is the first inscription in the space left for names of successful contestants on a row of shields placed at the base of the cup. This prize was won by John Stainbrook, of Franklin, Ind., and the state also took first, second, third and fifth prizes for bushel lots, G. L. Kerlin of Franklin taking the world's championship and, incidentally, an automobile with it. This great showing places Indiana in the first place among the corn states.

Montana made a clean sweep of the wheat prizes. The sweepstake for the world's best winter wheat went to W. F. Lee; spring wheat to J. P. Nash, and Durum to F. C. Sumner, all of Clyde Park, Mont. The grand championship prize for all wheat was won by J. P. Nash. The Canadian growers were the chief contenders for the world's class, and their wheat weighed 65 pounds to the bushel while the Montana wheat only weighed 62¾ pounds. The superior color of the Montana exhibit more than made up for the difference in weight, and the Canadian growers who compared the two admitted its superiority. The general class of the wheat entries was superior to that of any previous exhibition, and the judges had the hardest time in making their decision than for any other exhibit.

Texas came in for a good share of the prize money, winning the grand championships in prairie hay, Robert E. Igo, of Depret; sweet sorghum, E. Schueberle, of Cost; feterita, Kerman Smith, Elmen-dorff; Kaffir corn, John P. Karar, of Fayetteville, and dairy butter, Carl Ekrut, of Irving. The other prizes were distributed from Washington to Virginia, the Middle West getting most of them.

The *Helena* is a floating drier which was put into commission about two years ago. A grain steamer, with a carrying capacity of 125,000 bushels, was purchased. Upon this vessel the Ellis Drier Company, of Chicago, built a drying plant which had a rated capacity of 75,000 bushels in 24 hours, but which has established a record of drying and cooling 192,000 bushels of oats in a 24 hours' run, removing 3½ per cent of moisture.

The grain, which slid into the north branch of

feet of air per minute. The air to the cooler is delivered by the same type of fans of the same capacity. In spite of the tremendous volume of air driven, the operation of the fans is practically noiseless.

Since the *Helena* was put in commission as a grain drier it has been in great demand and has tramped the Great Lakes as far east as Buffalo and north to Fort William and Port Arthur where she dried the splendid amount of 2,200,000 bushels in 40 days for the Canadian Government. In no case,



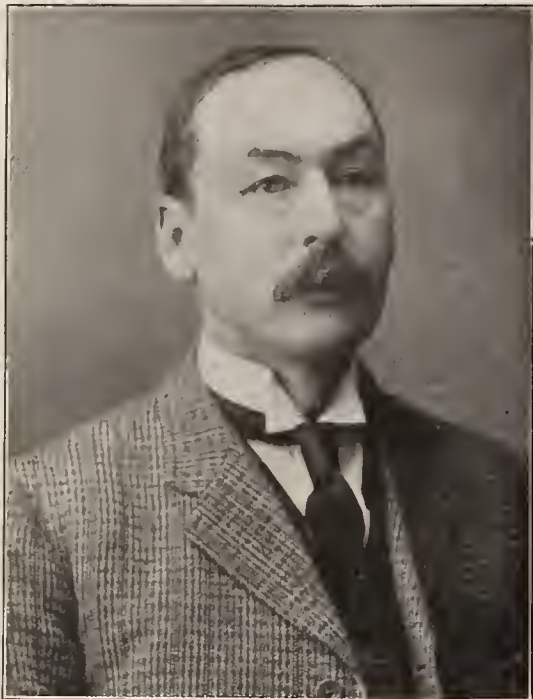
THE RUINS OF THE MINNESOTA ELEVATOR WITH THE FIRE SUNKEN STEAMER IN THE FOREGROUND.



however, has it been necessary to force out a greater percentage of moisture than from the salvaged grain, saved from the Minnesota Elevator fire. One of the best pictures of the ice-covered ruins of the plant which has been published, is that shown here with the fire sunken vessel in the foreground.

## INTRODUCING MACHINERY IN CHINA

Many elevator and mill machinery salesmen have interesting experiences from time to time, but few have had the opportunity of such a wide variety as has fallen to the lot of H. E. Collins, Northwestern



H. E. COLLINS

representative of Sprout, Waldron & Co., Muncy, Pa., who has his office in the Corn Exchange, Minneapolis, Minn.

Mr. Collins for some years was with the Allis-Chalmers Company, and on their recommendation was offered the position of chief of the engineering business of the American Trading Company in China. This company handles paper, cotton, rice and oil mills, printing and coal mining machinery, material for locomotive and railway construction, and in fact everything that is needed in the machinery line in a new country just beginning to develop. In his position as chief, Mr. Collins not only sold, but was required to do all of the engineering work in connection with the new plants he established. The difficulties and dangers under which he labored can be imagined, for it is no light thing to be the representative of a movement which is destroying the customs, habits and prejudices of a nation, even though it is for their good.

He sold and designed the first automatic rice mill



MANUFACTURING PLANT OF THE BAUER BROTHERS COMPANY, SPRINGFIELD, OHIO

that was ever placed in China. This was at Nanchang. The second one he built, at Hankow, was destroyed during the late rebellion. The dangers and difficulties were all a part of the day's work, and are more interesting in retrospect than they were at the time.

After several years in the Orient, the troubled condition of the country and the natural wish to see the U. S. once more induced Mr. Collins to resign his position and return to this country. In his new work he will renew old acquaintances, for after a

lifetime spent in the business he has many warm friends among elevator and mill operators.

## FIFTY YEARS OF SCIENTIFIC PROGRESS

After fifty years of development from a small concern to its present size, the Bauer Brothers Company, of Springfield, Ohio, has one of the most complete milling machinery plants in the country. During all that time the firm has made a specialty of grinding mills, and they have developed from the simple machine of fifty years ago to a mill which they claim will save from 30 to 40 per cent in horsepower and in which the grinding plates cannot get out of tram, a machine in which science and practical use have combined to make nearly perfect.

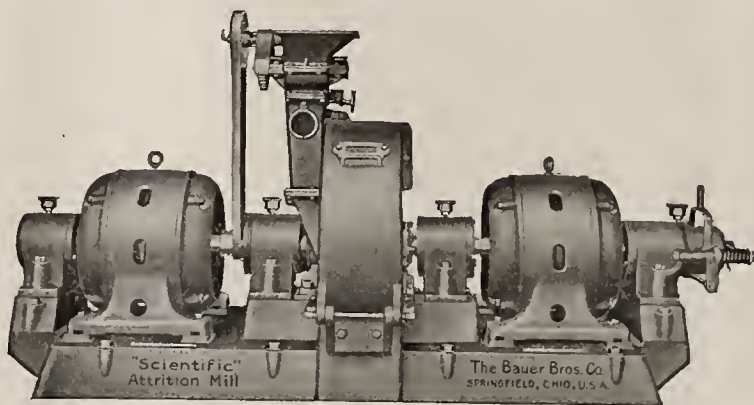
The equipment of the plant and the methods in use in all the departments warrant a belief in these statements. The factory buildings cover 144,406 square feet of floor space and are arranged for the most economical handling of the material from the time it comes in as ore to the crated machine, billed for shipment. The metal used in the attrition mills, with the exception of the ball bearings, which

and the simple manner in which these plates can be taken from the machine without disturbing another part, merely by throwing a lever.

Before any ball-bearing machine leaves the factory it is sent to the testing department, where it is inspected mechanically and also is subjected to an actual grinding test. Before the inspector's seal is put on any machine for shipment, it is absolutely known that the mill is perfect in all its parts and is fully able to uphold the iron-clad guarantee which goes with it.

Under these conditions of manufacture it is easy to believe the assertion of the manufacturers that not a single complaint has ever been received on one of their machines in all the years of manufacture.

Besides the belt driven "Scientific" Attrition Mill, which is in such general use throughout the country, the company has perfected a motor driven mill, equipped with dustproof motors mounted on the shaft of the machine. The new catalog, which the company has just issued and which they would be pleased to send to any address, gives many important details and interesting facts which lack of space prevents our presenting in this brief descrip-



THE "SCIENTIFIC" ATTRITION MILL, MANUFACTURED BY BAUER BROTHERS COMPANY

are imported, is made from ore at the plant. As the ore comes in it is tested in the chemical department to check the guaranteed analysis on which it is purchased. The special steel mixtures used in the grinding plates are controlled in the chemical department, where experiments have been conducted for years, to arrive at the combination of elements which will unite into the most perfect steel for this purpose. Test bars are made at frequent intervals which have to undergo the most rigid examination for breaking strain, textile strength, and wearing qualities.

In the engineering department, which occupies the second floor of the main building, the attrition mill was built up on the scientific and practical lines which govern the solution of every problem which comes to this department. Not only are the mills planned here, but also much of the machinery which is used in making the various parts. This

tion. Any dealer who has use for an attrition mill would do well to investigate.

## SUFFICIENCY OF GRAIN DEALER'S INVENTORY

BY J. L. ROSENBERGER.

Where his insurance policies required a grain dealer to make an inventory what he offered as an inventory stated that on a certain date there was on hand in warehouse: 238 100# sacks bran; 1,445 160# sacks W. oats; 194 160# sacks R. oats; 2,693 empty oat sacks; 18,681 empty corn sacks; 124# twine; no corn; no wheat; no chops. There was evidence on the part of the bookkeeper of the assured going to show that the above was made as an inventory and on the date it bore, and there was listed all the stock on hand at that date, and that it was taken and kept on page A of the ledger, which ledger, with the other books, was kept in the iron safe.

The Court of Civil Appeals of Texas says, in *Hartford Fire Insurance Company vs. Walker* (153 Southwestern Reporter, 398), that objection was raised to the effect that it was apparent from the face of the purported inventory that the entries as to the articles listed were so indefinite and uncertain in meaning as to require the court to say as a matter of law that it was not such an inventory as was required by the terms of the policies. The Court, however, did not think that it could properly be said, as a matter of law, that the inventory was so indefinite and uncertain on its face in respect to the articles listed and the manner and method by which they were shown thereon as to not warrant a finding by the jury of at least a substantial compliance on the part of the assured with his obligation under his insurance contract.

It is apparent from the reading, the Court said, that there was intended to be given a detailed list of all the stock on hand in the warehouse at the date of the writing. It can readily be determined from its inspection that there was stated the number of sacks of bran and oats, the weight of each, the number of empty sacks, and the number of

machinery is assembled in the machine department, occupying the first floor of the main building. The special machines which turn out each little part of the mills are most interesting. So exact are they in their operation that the several parts of all the mills are interchangeable, and the assembly of the parts into the perfect machine can be accomplished without special treatment or grinding of any unit.

Of particular interest is the ingenious method used in keeping the grinding plates in perfect tram,



pounds of twine. It is known to be a matter of common usage that the character here employed is commonly used to designate "pounds." One familiar with the grain business, even if it is not apparent to persons generally, might determine from its inspection that the terms "W. oats" and "R. oats" are sufficient as the designation for "white oats" and "red oats," respectively, which the evidence showed were the only two grades of oats handled by defendant this dealer.

Nor did the Court think that it should be decided as a matter of law that the inventory here

failed to meet the requirements of the assured's obligation in that respect, for the reason that the cost or value of the articles listed, both in detail and in total, is lacking. The Court does not think that the stipulated terms "complete itemized inventory of the stock on hand" include invariably in the ordinary and accepted meaning the cost or value of each article listed. The ordinary and accepted meaning of the word "inventory" is a list or schedule of particular property by article or item. The trial court did not err in passing the case to the jury, which found in favor of the dealer.

in Mesopotamia. The village and fraternal system of the early world has persisted, and, (overpopulation considered), labor is high paid. To literature rather than to commerce must be attributed the long-continued existence of the Chinese Empire. Its essence was optimism—poetry. Its dirtiest and roisist *hittim* (inn) where pigs and people squeal all night, may boast the sign: "The Abode of Heavenly Rest." Talk is cheap in China, yet that same devotion to words—to teachings, if not to practice—has made the most permanent State ever known. Even now, the experiment of a republic and the modern knowledge may be a passing experiment, no more lasting than the anarchies and wars that have dotted the longest of histories in the wisest and politest of lands.

[TO BE CONTINUED.]

## The Romance of Grain

### A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

#### XVII. EARLY BARBARIC TRIBES THE SCYTHIANS.

THESE were the original Russians and Siberians. Herodotus says there was one province of Borysthenians (that is, on the Dnieper River), who "were called husbandmen, because they sowed grain, not for food, but for sale. But the rest of the Scythians wholly neglected it."

#### THE CELTS.

The Celts (stone axes) are supposed to be the sons of Gomer, son of Japhet. They overran all Europe, and their descendants were counted as the Gauls, Britons, Scottish, Welsh and Irish Gaels, Bretons and Biscayans. It is recorded by the old chroniclers that they stored their grain in caverns, and ate but sparingly of hard crackers, preferring meat. Yet grain was always present in their stores, as grain is present in the tents of the Nomads today.

#### THE GAULS.

Agriculture came into high regard in ancient France, and the people in crowds marched over fields with a figure of Ceres (Isis) drawn by oxen to make the earth fertile. The harvest festival was one of the great feasts of the year. At this time an effigy, called the Corn (Wheat) Baby was hung up, to be kept a year. The last ears of the Wheat were kept to play a game with.

Bread was baked every day, and there was but one meal.

Vessels wrecked on the coasts were plundered and the crews killed, as a warning against landing. It was on shores thus inhospitable that the Phoenicians introduced their trade.

Wheat and Rye were harvested by cropping the ears, and a thrashing-floor was used. Flails were preferred to oxen, as less injurious to the grain.

#### THE BRITONS.

The Welsh and Britons preferred meat to bread, but ate sparingly of a Rye loaf. The first corner of a broken loaf they gave to the poor. They rarely baked, and were fond of dumplings (as in India). They yoked four oxen together. It is said by the English chroniclers that Wheat was not raised till A. D. 600.

#### THE SCOTS.

This hardy tribe preserved the early manners, ceremonies and games of the human race to a late date. They had the smallest of horses, and, though despising agriculture, were forced to raise Oats and Barley, out of which they made cakes, but, like the Romans, ate much porridge.

#### THE IRISH (ERSE).

Ireland was the "Wooded Isle." Strabo does not deal with "Hibernia"—(winterland). Of all the well-known regions of the thickly-inhabited earth Ireland has the least ancient history touching grain. The first Phoenicians who carried grain thither as supplies were all extirpated, as were three or four succeeding settlements, according to tradition.

#### THE GOTHs.

"The Goths transported grain in wagons drawn by bears." This tradition shows that the tribes had advanced to the temple stage, past the stone

circle, and were carrying their treasury, as before spoken of. They fed on Barley, Oats and Rye, and "dried or parched their grain in the sun," thus evidently picking it in the milk.

#### THE GERMANS.

Here we have to do with the great Hercynian Forest, under its various local names. Though Caesar declares the Teutonic tribes despised agriculture, yet they had underground receptacles for their grain. Tacitus, who wrote the first history, is not clear as to grain, but records that the Germans were honest, frugal, and for ages invincible. These qualities are not especially conspicuous in the nomadic life, and agriculture must have had some scope. However, the Germans worshiped Baal, though modified to the idea of Good Fire, and meat rather than bread occupied their thoughts. As soon again, as the lowlands were cleared, agriculture set up, the tribesmen alternating in war and work in the fields.

#### SAHARA.

The Moorish nations that inhabit the desert of Sahara, like their ancestors, the Mediterranean men, from Tyre, cut deep pits in the rocks, and there stored their Wheat and Barley. These granaries are called Matamors, and are ingeniously ventilated, so that grain will keep dry for several years. The caverns are completely hidden with sand after the grain has grown dry. It is related that for centuries it has been the practice of Moorish landlords and robbers to torture the native farmers in order to make them discover the secret places of their stores of food. The bastinado is most frequently used. Wheat has been raised on the oases from the time of Carthage and Utica, and even the negroes, under the Moors, have produced good crops. Chests of grain are also buried in the sand

#### THE WEST AFRICANS.

Early travelers on the West Coast of Africa described two kinds of "Milhis" (Millet). These grains were roasted and bruised in mortars, "and ourang-outangs were taught to perform this labor, and to attend to the baking of the cakes." This tale was evidently intended to outdo the gorilla story in Hanno's "Periplus." The Englishmen had then just heard of the four-handed animals of Sumatra and Java.

#### XVIII. CHINA

#### AS IT ALWAYS WAS.

The white and black races were separated from China for thousands of years, and knew little of the Celestial Empire till Marco Polo's time. The English at last brought to the British Museum an encyclopedia of a thousand volumes; it filled ten large book cases. Dr. Legge has translated the Sacred Books, missionaries have spent their lives in China, and so far as the Western mind can cope with the real problems of overpopulation, and the attainment of the greatest good to the greatest number, we "know a good deal about China." We seem to know that China has a language that is a sister of the Babylonian. Some of its marks agree obviously with the same idiographs that were used

### NORTHWESTERN ELEVATOR BUILDER DIES UNEXPECTEDLY

The grain trade in the Northwest was greatly shocked on February 23 by the sudden death of L. O. Hickok of the firm of L. O. Hickok & Son, 619 Flour Exchange, Minneapolis, Minn. The firm was engaged in planning and constructing grain elevators and grain storage and handling plants, ware-



L. O. HICKOK

houses and mills throughout the Northwest, and, as head of the firm, Mr. Hickok was a familiar figure in the grain trade of that territory.

Mr. Hickok has been in business in Minneapolis for more than fifteen years, and had a wide acquaintance among grain men and machinery and construction material firms, and enjoyed a well merited confidence among them.

Besides building a large number of country elevators each year, the firm designed and constructed several large groups of tanks and elevators, among which were the Merchants' Transfer Elevator and a battery of twenty reinforced concrete storage tanks in Minneapolis, and also large concrete storage plants at Great Falls and Kalispell, Mont., for the Royal Milling Company and at Harlowton, Mont., for the Montana Flour Mills Company.

The business of the firm will be carried on by his son, H. M. Hickok, under the name of the Hickok Construction Company.

There was more grain, coal and ore moved and more loss of life and cargo on the Great Lakes this past year than ever recorded before. Reports of the Lake Carriers' Association show 235 lives lost in the November storm alone. As a whole, business was handled profitably in all lines.



## FENCE POSTS THAT SELL THEMSELVES

Elevator managers who handle fence material will be interested in a new fence post which has many advantages over the old posts, so many, in fact, that a short stretch of fencing, erected on these posts, makes a most efficient selling agent.



The Carbo Steel Post, which is manufactured by the Carbo Steel Post Company, 93 Rand-McNally Building, Chicago, is flexible, with enough spring to give before any impact and elasticity to bring it back into its original position. The posts are perforated so that any kind of fencing can be used with them, and are supported on a Carbo anchor base, which makes them independent of other support. Stiff corner and gate posts, combined with the flexible intermediates, make a combination new in fencing principles and one which has already found great favor in the country where stock has to be controlled.

The durability of the posts, their saving in wiring and the permanent shape in which they keep the fence, together with their low cost, has made the Carbo Steel product one of the most profitable and satisfactory for country elevators to handle. The company has issued a booklet fully describing their products, which will be sent on request. As the posts are patented and widely advertised, most fence users are familiar with the virtues of the posts and need no urging to convince them of its value.

## A SUCCESSFUL IOWA DEALER

A dealer in a diversified farming community lists among the products he deals in a greater variety than the ordinary elevator is called upon to handle. Idagrove, Iowa, is a typical instance of such communities, and Christian M. Good finds it necessary to handle, not only bulk grain, but seeds of all



THE INTERIOR OF C. M. GOOD'S GRAIN OFFICE

kinds, feed meal from oil, cotton seed and alfalfa, tankage, molasses feed, etc. He handles these products so well that we are inclined to believe that his middle name is "Makes."

The interior of the office of Mr. Good, shown in the accompanying illustration, is typical of a large class of elevator offices and will no doubt make many of our readers feel thoroughly at home. Mr. Good has just built a new elevator and has had a successful experience in the grain trade. He is a member of the Western Grain Dealers' Association and the national body and takes an active and intelligent interest in the affairs of both organizations. Idagrove, where Mr. Good is located, is in the western part of the state on the Northwestern Railroad and is one of the most progressive towns of its size in the state.

Bill Artichoke's Wife  
Bill Leaves His New Grain Cleaner in His Wife's Care—She Has a Brilliant Idea,  
But Finds That a Brussels Carpet Differs in Some Respects from  
Grain—The Silver Lining to the Cloud

By GUIDO D. JANES

BILL ARTICHOKE bought a brand new grain cleaner and he was so proud of his investment that he left the elevator in the middle of the day and went home. Here he told Mrs. Artichoke of the grand purchase. This caused all the trouble.

"You see, dear," he remarked, going into the dining room where he found his better half spring house cleaning. "With this cleaner I get better prices for grain and don't have to pay freight on dockage, dirt, chaff and other junk. Consequently the Artichoke Elevator will declare a 10 per cent dividend this year."

"Joy," returned Mrs. Artichoke, pausing on a broom-handle. "Now we will be able to purchase a piano, an auto, Persian rugs, and the like."

"Sure. But I am going over to Huntsville this afternoon to see that car of grain. Will you hold down the lid at the office during my absence?"

"Certainly."

So, kissing her good-bye, Bill beat it for the town above mentioned. After which the good woman, having concluded her dining room cleaning, went to the elevator office. Here she sat down before the desk and assumed a stern grain dealer's look. Whereupon an old man representing a belting house dropped in, but soon dropped out after receiving no encouragement whatsoever. Later, however, when a young, good looking chap walked in and handed her his business card in a most gallant and polite manner, he obtained an audience immediately.

Ten minutes later she had purchased a gross of advertising fountain pens to give away to farmers who patronized her husband.

These two having come and gone, time began to

weight to the elevator destination. Here she awaited further orders.

"This way," from Mrs. Artichoke, pointing to the grain cleaner.

"Yes'm."

Into the sacking room both journeyed, where the carpet was fed to the cleaner. After which the power was turned on, and the piece of machinery



ASSUMING A STERN GRAIN DEALER'S LOOK

began to sit up and take notice. Yes, it revolved faster and faster in a rude, rough manner and yanked and jerked the carpet in a most unconventional style.

Scenting trouble, Dora left the locality through a rear door, but Mrs. Artichoke held her ground. Or rather tried to until a flying yard of carpet dealt her a lick over the head, then she decided it were better for her own best interests to pause elsewhere. It occurred to her that it would be an excellent idea, too, to take out some accident insurance, but before she had an opportunity Bill returned from Huntsville.

"What's the matter?" inquired Bill, breaking in upon the scene. "Is this a dust explosion or a black hand outrage?"

"Neither, hubby. It is just my Brussels carpet



DORA, BRINGING OVER THE BRUSSELS

going through your new cleaner. I see, though, the cleaner is meant only for small articles like grain."

Bill now took in the situation, but instead of getting irate, he actually smiled.

"I am glad you did not send it through the automatic scale," he remarked. "If you had we could not have gone to the Panama Exposition next year. Joy, only a grain cleaner put on the bum. You

hang heavily on her hands. Suddenly an idea struck her. The new grain cleaner loomed up big before her.

"The very thing," she cried. "I will clean my new Brussels carpet in it. What an excellent plan. And it won't cost hubby a cent."

Seizing the phone, she talked with Dora, her servant.

"Bring the Brussels carpet over to the elevator," she remarked to the aforesaid Dora.

"Yes'm. Shall I fetch a beater or stick to agitate the dirt out of it?"

"Hardly. I have the necessary equipment here. All I ask of you is that you saunter over here immediately with the Brussels."

So Dora obeyed, laboring slowly under the heavy



saved me \$100 today, darling, by selecting the grain cleaner."

Mrs. Artichoke expected a calling down at least, but when this statement was made by Bill she was quite overcome.

"How sweet of you to say so, husband," she cried. "Why, would it not be a good idea to take the hundred dollars and go to Chicago and spend it celebrating?"

"A good idea. When do you want to go?"

"Tomorrow."

"All right."

## THE LAND MORTGAGE BANKS

By FORMAN TYLER.

The proposed Land Mortgage Bank Law (H. R. 12,585, S. 4,246) is of primary interest to farmers, but of only slightly less importance to the grain trade of the country. Briefly the law provides for the establishment of private or co-operative banks, under Federal control, which shall loan money on farm mortgages, not to exceed 50 per cent of the value of improved land and 40 per cent of unimproved land. These mortgages shall be the basis of bond issues not to exceed the mortgage value, the rate of interest on the mortgage to be no more than one per cent greater than that paid on the bonds. These bonds shall be exempt from taxation and may be used at their face value as payment on the mortgage.

The mortgages shall be issued for not less than five or more than thirty years, and must contain provision for payment, in whole or in part, at any interest period after five years. The mortgage shall also provide for interest payments, annually or semi-annually, to cover the interest on the loan and an amortization charge, sufficient to retire and pay off the principal at its maturity.

These land-mortgage banks may also do a general banking business within certain limits, and profits accruing beyond the one per cent difference of interest on the bonds and the mortgages will come out of the general banking profits.

How does all this affect the grain dealer who has no farm interest? In a general way he will be affected by this as by any nation-wide plan which is promoted to decrease landlordism of farms and to increase the volume of crops. The bonds which are sold against the mortgages will bring into rural circulation a vast amount of money which is now invested exclusively in municipal, state or railroad securities. The bonds are liquid, non-taxable and absolutely secure, and will be in great demand by investors. At the present time there is a mortgage indebtedness against our farms of about \$2,000,000,000. Much of this has been borrowed at high rate of interest and, in some states, with severe foreclosure practice. This has made the process of developing farm resources very slow, for every farmer dreads the old-time mortgage, and he would work his soil without fertilizing and with antiquated tools rather than face the hardship of high mortgage interest with the prospect of losing his farm if a crop failed.

In addition to this, the system has resulted in the acquisition of great tracts of land by individual interests, and the rapid increase of tenant farming. A tenant on a short term lease plans to get whatever he can from the land and to put back into it no more than is absolutely necessary. In a comparatively short time the land is worked out, its valuable constituents are depleted, the crops are short in yield and poor in quality, and the discouraged renter seeks a new home where the same process is repeated *ad libitum*.

The decrease in grain yield in any community comes directly home to the shipper, and by the same token he would reap the benefit of larger crops, which would follow the passage of the new law. Most of the borrowed money would go back into the land in improvement, as fertilizer or better implements for working the soil. The bankers who loaned the money would see to it that the money was spent in this way, as some bankers now insist that a borrower put certain acres into alfalfa as an added security for the loan.

There is another factor which must be considered, however, which would be certain to arise on occasion. With these added resources easily at his disposal, in certain seasons the farmers would be inclined to hold back their grain for a higher market. Farmers as a class are inclined to be optimistic as to the future price of grain, and very often would hold it back, if they were able, until the market quotation approximated their rosy dreams. The harvest congestion would be lessened somewhat, in some years very materially, and the business at the country elevators and primary markets would be more evenly distributed through the year.

Of course, only under unusual circumstances would the farmers, as a class, place mortgages on a speculative venture, but the possibility would always be present and it would tend to steady values even at the season of most generous offers. Both of these conditions would be of benefit to the dealers. In the one case the railroads would find it easier to supply adequate cars, the banks would not be strained with the great seasonal tax on their resources, the yearly volume of business would be as great and the profits probably would be greater.

One of the objections which have been raised against the bill is that the possible loans are so small, 50 per cent of the values of the farm, that it does not enable would-be farmers to buy land on the borrowed money. This is not an objection, but rather a strong conservative feature of the bill. The object is not to promote farm speculation or exploitation, but rather to give to farmers the opportunity of making more out of the land they already hold. The publicity which the discussion of the law will bring, and the added knowledge of scientific farming which the new banks will spread in their efforts to promote business, will result in the greatest campaign for crop improvement we have ever had. It will spring from the farm centers and will be of vastly more patent influence than any effort the Department of Agriculture could make, as the promoters will be the personal friends and associates of the farmers. Especially is this true of the co-operative banks.

On the whole, while possible modification of details may be advisable, the farm-mortgage banks as planned would be of undoubted benefit to the farm and grain interests.

## OUR VISITORS

### E. P. STIMMEL

There are some individuals who are continually blowing their own horns. A few, however, among them E. P. Stimmel of Decatur, Ill., prefer to sink their own personalities in those of their firms. Of course we do not mean this in anything but metaphorical sense, for Mr. Stimmel does perform on

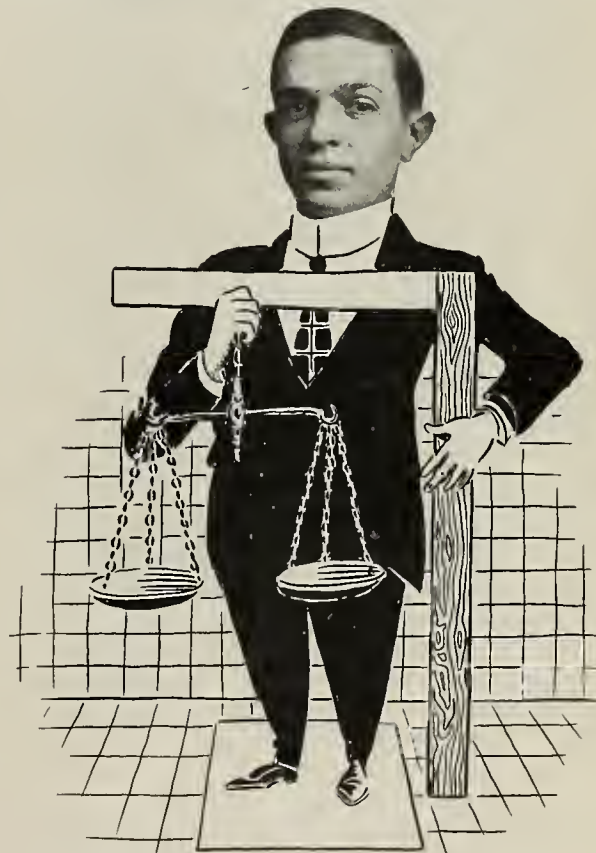


the clarinet. Even here we are safe in our statement, because a clarinet is only the forty-second cousin of a horn.

He is, by the way, a very accomplished musician, and in the few leisure moments that he manages to spare from his very onerous duties as general manager of the Beall Improvements Company he plays the clarinet for the Goodman Band of Decatur. The latter organization has a state-wide reputation, and that Mr. Stimmel holds a place on it is a high tribute to his musical ability. When referring to his company, he discards the clarinet in favor of the loudest trumpet he can handle, which is one reason why he has attained his present high position after only about ten years of service.

### FRANK A. WITT

Among the names which always arouse enthusiasm at public gatherings in the Hoosier metropolis is that of Frank A. Witt. This popular grain commission man has achieved such a reputation for being "on the square" that it is reported that Indianapolis frequently substitutes him in representations



of Justice holding a pair of scales in place of the conventional blindfolded female figure. Whether this report is true or not, we, ourselves, believe he is eminently fitted for the job.

Besides having a name which, to live up to, forces him to continually exercise a keen and brilliant mentality, he is further handicapped by the title of "Boy Wizard." But despite these burdens he has emerged into a remarkably successful business man. He comes of splendid stock and his experience in handling his father's elevators in Lebanon and Thorntown, Ind., proved a splendid foundation for his later career. As a dodger of publicity he is almost unequalled, preferring to do big things in a quiet but effective way.



## Investigation of Grain Exchanges Demanded

The Manahan Resolution and the Preliminary Inquiry Which Followed Before the House Rules Committee—Advocates and Opponents of Big Grain Exchanges Heard—A Political Frame-up Bubble Punctured

[SPECIAL WASHINGTON CORRESPONDENCE TO THE "AMERICAN GRAIN TRADE"]

WHEN James Manahan, Representative-at-large from Minnesota, introduced a resolution on February 19, charging the Grain Exchanges, particularly those of Minneapolis, Duluth, and Chicago, with conspiring to manipulate the prices of grain, and other serious offenses, and to have a commission appointed to investigate their methods, he caused all the sensation he desired. The whole country was aroused, for every man, woman and child is more or less affected. The resolution was referred to the Committee on Rules, which, on March 3, started a hearing, at which many well known members of the trade have appeared and testified.

The general subject has been more or less in the air at Washington for some time, in fact ever since the taxation of futures was attempted last fall, as a rider in the general tariff bill. The sensational nature of the charges and the implied dishonesty of so many men in high repute, made the resolution of much wider notoriety than it otherwise would have been. In fact the Council of Grain Exchanges, composed of representatives from the 38 largest grain markets of the country, anticipated some such action when it passed a resolution last December inviting Congress to appoint a commission to investigate the Exchanges before any law affecting trading in futures was passed.

The resolution itself was no very great surprise, although the manner in which it was presented contained elements which attracted wide attention, particularly from those who know nothing of the grain trade.

In his preliminary statement to the Rules Committee, Mr. Manahan said that it was his purpose to have Congress pass laws which would make it impossible for further manipulation of prices. Representative Henry, chairman of the Rules Committee, suggested that the object of the resolution might be obtained by hearing witnesses on both sides before the Rules Committee and then, if the evidence seemed to warrant, it could be turned over to the Agriculture Committee as the basis of a bill to remedy conditions. This program was agreed to by Mr. Manahan, and as a result a full hearing has been held for those who have complaints and by representatives of the Exchanges.

Mr. Manahan's charges were, in brief, that the Exchanges were controlled by the large elevator interests; that grain received was graded as low as possible and that it was doctored in the elevators and made to grade higher as it went out; and that the price of wheat was virtually controlled by the three exchanges mentioned.

Benjamin Drake of Minneapolis testified on the following day. He represented several Northwestern organizations of grain growers, and made the statement that "the Chamber of Commerce of Minneapolis, the largest primary wheat market in the world, is a private market, a monopoly opposed to the interests of the producers it is supposed to serve." He also stated that the Chicago Board of Trade maintained an organized lobby at Washington, which had been instrumental in killing the futures tax amendment to the tariff bill, and made personal charges of impropriety against members of the Minneapolis Chamber.

Responding to the call of Mr. Manahan, Magnus Johnson of Kimball, Minn., vice-president of the Equity Co-operative Exchange at Minneapolis; Ira D. McVickers, president of the Farmers' and Grain Dealers' Association of Iowa; Ira Chryst, president of the American Society of Equity; and Samuel H. Greeley testified during the day. The first named stated that 56 per cent of wheat the farmers produced was eaten up in delivering to the consumer because of the middlemen. The latter claimed that

a "jack pot" fund of \$4,000 had been raised on the Chicago Board to legalize speculation, and further stated that from 10 to 25 cents had been taken from the legitimate price of every bushel of wheat, corn or oats during the 20 years the grain "monopoly" had been in control.

Mr. Greeley's examination took up most of the second day of the inquiry. He ended his tirade against the Chicago Board of Trade by saying that only by Federal legislation abolishing the trading in futures, and by Federal inspection and grading in public warehouses, could the producers and shippers be relieved. It is rarely that a legislative body has been forced to listen to a greater amount of libelous and disgraceful oratory.

Former Congressman Kelly of South Dakota also testified that the farmers were being robbed, and gave as evidence the fact that millions more bushels of wheat are shipped out of Minneapolis elevators as No. 1 grade than are received in. H. G. Solem, one of the founders of the farmers' co-operative system, laid particular stress on the fact that trading in futures, "gambling in farm products," as he called it, was creating thousands of millionaires and millions of paupers, and unless it were stopped all the young men would leave the farm, and it would be necessary to import wheat for the food supply of the nation.

Benjamin Drake again was called to the stand, and he stated that there was no competition between the commission merchants and the milling and elevator interests. He said that through the system of interlocking directorates the latter firms controlled most of the commission houses, and that they sold and resold the grain among themselves, doubling and tripling the commissions, which all had to be paid by the farmer. He stated that the practice was in violation of the antitrust laws. Farmers' elevators, he asserted, were denied accommodations by the banks and were forced to deal with the commission houses, as the Minneapolis Chamber maintained a concerted boycott against the Equity Co-operative exchange grain.

On the morning of February 5, representatives of the Chicago Board were called on to testify. Henry S. Robbins, counsel for the Board, pointed out, first, that the Board of Trade is not engaged in the grain trade, but merely maintains a market, a place to do business; second, that the elevators did not do an interstate business and were not in the jurisdiction of the national government, but were regulated by the state; third, that trading in futures was conducted largely by men residing in the same state and therefore could not come under the head of interstate business. To prove this last contention he cited several opinions of the Supreme Court in its support.

The next witnesses, President C. H. Canby of the Chicago Board, Vice-President J. P. Griffin, and former president H. N. Sager, refuted all of the statements which had been made by the other side. They denied that there was even a possibility of a monopoly, and stated that the system of handling grain from producer to consumer was the best that had yet been evolved, comparing the results in the returns to the farmer from the grain business and those from the other products which were handled on commission without any speculative market.

Mr. Canby pointed out that the grain crop of the entire country was harvested in 90 days, and its consumption was carried through the entire year. The system of future trading and hedging orders was the only method by which the crop could be carried until it was called for by consumers. He showed how superior the condition of grain farmers was in this country compared to those of Ar-

gentine, where a small group of men dominated the grain business and gave the producers the lowest possible prices because there was no open exchange. He said in this connection:

It is my experience in thirty-two years of wheat trading that this speculative dealing does not influence the price of grain. Through that trading in the wheat pits there is furnished free open competition in grain, the thing the president has been preaching so long. The cost of working out the system, the 1/8 cent a bushel commission on futures, might well be termed the premium on the insurance.

Mr. Canby said further that there was sharp and bitter competition between the elevator interests at Chicago. This had always been the case except for a period of three months in 1905 when a pool was organized. Since this coalition was broken by its own weight nothing of the kind had existed, although he acknowledged that during the three months the Sherman Law was a dead letter on the statute books, not only in Chicago but throughout the country, for at the time business morals were at a low ebb. He defended the grain inspectors of the various markets, declaring that the charge that growers were damaged through the process of mixing grains was a base slander on honest grain inspectors.

John J. Stream, representing J. C. Shaffer & Co., and a director of the Grain Dealers' National Association, said that there had not been a dollar of profit in the public elevator business in the last fifteen years, except as the capacity of the warehouses gave protection to future trades. He denied emphatically that there was any monopoly or combination among the elevator interests.

James Simpson of New York defended trading in futures from the economic standpoint, showing how both producers and consumers were benefited by the system.

Mr. Robbins said that he favored a commission of senators, representatives and men from private life, mentioning President Hadley of Yale University as a type, and declared that the Chicago Board of Trade had nothing to conceal and that it favored the fullest and most comprehensive investigation possible.

Hiram N. Sager, former president of the Chicago Board and a member of the committee which, according to Mr. Greeley's former testimony, had made the elevators "regular" in an "overnight agreement," lent considerable spice to the investigation in defense of himself and his associates. He denounced the charges as a "dirty, contemptible, lying screed," and paid his personal respects to their author in no uncertain terms. "Gentlemen, I am profoundly moved," Mr. Sager said. "This is the first time in thirty years of business life that I have been accused of the slightest deviation from absolute integrity. I hope you will pardon me if I digress from the purpose of your investigation to defend myself.

"It is a scandalous thing that a man so entirely discredited among his associates, a man of such contemptible character as Greeley, should be allowed to come before a committee of Congress and testify."

The economic value of future trading was admirably presented by J. P. Griffin, vice-president of the Board, who illustrated his point with actual operations he had conducted, in which he was able to sell 250,000 bushels of corn to a manufacturer by protecting himself with hedges against fluctuations in the market price. He said that the open competitive market, made by buying and selling futures, prevented monopoly and made the grain farmers the most prosperous class of farmers in the country.

The western farmers, represented by J. W. Short-hill of Nebraska, asked for a full investigation. He made no charges but stated that the farmers wanted to know just where they stood and what the effect on their prices for grain the future trading had. This attitude rather took the wind from the sails of those others who pretended to represent the farmers.

Secretary John G. McHugh of the Minneapolis Chamber of Commerce followed the line of thought presented by Mr. Griffin, clearly demonstrating how



trading in futures held down the margin of difference in the price paid the producer and the cost to the consumer. He did not claim that the grain business could not be carried on without the trading in futures, for he showed that the trade in barley was almost entirely in cash transactions. "You must bear in mind however," he continued, "that while you can legislate against dealing in futures, you cannot eliminate the speculative features of the grain business by legislation. The speculative risk is inherent in the business, and by preventing dealing in futures you would merely shift the risk from the speculator to the producer and manufacturer."

Mr. Shorthill made some inquiries as to rules and regulations of the Minneapolis and Chicago markets, and was informed that on both Exchanges the farmers' co-operative associations could maintain representatives who could handle their business and divide profits among the members.

On the last day of the enquiry, David F. Simpson produced a letter which he offered in his testimony. This letter was signed "James Manahan." The letter was a solicitation of orders in which the writer

stated that he was connected with the Equity Exchange. Mr. Manahan denied the signature, but he acknowledged that he had signed other papers as attorney for the Equity which were introduced as evidence.

G. F. Ewe of the Van Dusen-Harrington Company gave some impressive figures on the small profits in marketing grain, and the manner of grading as it affects the farmers.

Secretary McHugh defended himself of the charge which Mr. Drake had made, that he was a fugitive from justice. It appears that he was not only not a fugitive, but had never even been personally indicted. With two other members of the Winnipeg Grain Exchange, he had consented to represent the Exchange in a test case in which the charge was that the Exchange was a trust. The case was tried and the Exchange was fully cleared.

This practically closed the hearing, which may possibly end in the committee. The whole affair very obviously a frame-up to introduce a Minnesota business quarrel into the United States Congress.

fellow's dishonesty. All of these go to that over-worked 'general account,' and instead of getting 6 per cent on your investment you have probably lost money every year you have been in business. I am inclined to think that the bank is a better bookkeeper than you are."

"I never figured those things in that way before," George said despondently. "I guess I'm no good in the grain business."

"You remember about the man who called the previous speaker in a meeting a liar? The chairman called him to order. 'Mr. Jones,' he said, 'our by-laws do not allow you to go that far.'"

"Well, then," Jones responded, 'I call the previous speaker a liar as far as it is permitted by the by-laws of this association.'"

"Now, when you say you are no good as a grain man," the Old Man continued, "you are a liar as far as it is permitted by the by-laws. If I didn't think so I wouldn't be here. I just had a mortgage paid up and want to invest the money some way, so if you think we can agree on the plans of that new elevator, we will make a little deal."

"Would you trust me to handle it?" George asked.

"Yes, but we'll revise the bookkeeping," said the Old Man.

### RENEWING OLD FRIENDSHIP

After 30 years of mill and elevator management, during which time he spent several years on the road in the selling end of the business. J. B. Antes has accepted the position of sales-manager

## The Old Man Deals in Real Figures

The Invisible Losses in the Elevator Prove Too Much for George Blake's Bookkeeping—  
The General Account Falls Down Under the Strain—The Old Man  
Decides to Invest a Little Money

By WAT PENN



THE OLD MAN stopped his horse at the elevator and went into the office. George Blake, the proprietor, was feeling pretty blue. The Old Man knew it; that's why he stopped.

"How are things going, George?" he asked, as he kicked the arm chair toward the stove.

"Pretty bad—in fact, couldn't be worse," George answered gloomily.

"That's what the man thought who was treed by a bull," the Old Man

replied. "Two men were walking through a field when a big bull came up over the hill. Mr. Bull had his fighting clothes on, and came charging after the men. They started to run and presently came to a big tree, beside which was a hole in the ground. One of the men climbed the tree and the other dropped into the hole just as the bull dashed past. The one in the tree was just getting ready to come down and make for the fence when the man in the hole popped his head out. Immediately the bull charged, and the man dropped back in the hole. Again the performance was repeated and again the bull charged. When the man in the hole appeared the third time, the one in the tree said, 'Stay down, can't you, till the bull goes away?'"

"You dang fool," the other man shouted back, "there's a bear in the hole."

"You may be up a tree, George, but I guess there are a lot of dealers in the hole this year. What's worrying you particularly?"

"The corn crop, to begin with. I never saw such a crop. The discounts have been fierce. I've figured close on every load I've bought, made some of the farmers pretty sore too, but even at that I've lost money on some shipments. The corn goes bad as soon as it is loaded

"I heard you were figuring on building," the Old Man said.

"I've got the figures and that's all I have got," George replied. "I don't see how I can build without money."

"You've been making money right along, haven't you?" the Old Man asked.

"Well, I thought I had," George replied. "But I don't seem to have it. The books show it, but the bank doesn't."

"Careless hank," the Old Man said. "How did you figure your profit?"

"I figured a hundred a month for salary and 6 per cent on my investment. Insurance and operating expenses were all figured and 3 cents per bushel margin covered it—on the books."

"I suppose," the Old Man said thoughtfully, "that in operating expenses you included taxes and power and light, heat, telegraph and telephone, and weight and inspection at the terminals?"

"Yes, I have separate accounts for all of those items."

"How about repairs, supplies, traveling expenses, etc.?"

"Well, I have a general account that those items come under. I allowed \$200 a year for those incidentals."

"I suppose you have a depreciation account?" the Old Man said.

"Why, no. I let the repair account take care of that."

"Well, now we are getting at the cause of your trouble, but we aren't through yet. Your plant here represents an investment of about \$7,000, doesn't it? Well, you know that the life of an elevator of this kind isn't more than 20 years if you get the best results through the whole period. The machinery certainly wouldn't last longer than that with the very best of care; in fact, it isn't safe to allow less than 10 per cent depreciation on your machinery. That means, counting both house and equipment, about \$450 per year that is an absolute and certain charge against your business. You have tried to cover that with \$200 for incidental expense, which is no more than enough for the items we have named, repairs, supplies, traveling expense, etc. But out of it also has to come the occasional commission when you ship grain on consignment, your elevator shrinkage, the losses in transit that are too small to claim but which make a serious hole in \$200 by the end of a year. Then there are your bad accounts. I never knew a grain dealer who didn't stand some loss from the other



J. B. ANTES

for the Bauer Brothers Company, Springfield, Ohio, in the territory comprised of Illinois, Iowa, Minnesota and Wisconsin.

Practical experience in the use of machinery is a valuable adjunct to a machine salesman's equipment, and when Mr. Antes tells of the value of the "Scientific" Ball Bearing Attrition Mills, he does not first have to convince the elevator or mill manager that he knows what he is talking about. He already has a large acquaintance among the grain men of his territory, gained in his former experience on the road, and his personality and business integrity will quickly produce results.

Mr. Antes has owned and operated mills and elevators and for ten years was connected with the J. G. Chick Milling Company, serving as manager and president. In his new connection he looks forward to the opportunity of renewing old friendships.





Published on the Fifteenth of Each Month

BY

**Mitchell Brothers Publishing Co.**

OFFICE:

 Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription - 1.75 " "

## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MARCH 15, 1914.

 Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

## A MOSS-COVERED BILL

Senator McCumber may be sincere in his ideas and beliefs. We hope so. At all events no one can accuse him of not being steadfast in purpose. By presenting his Federal Grain Inspection Bill year after year in almost identically the same form for a period of about ten years he shows a determination that is admirable even if misdirected. One can scarcely blame the author of the bill for becoming a little bit irritated over the continued non-consideration of his pet measure. He showed that his temper is beginning to give way, in a debate a few days ago, when he once more failed in an effort to call up the bill. Perhaps, too, he realizes that now or never the ultimate fate of his bill will be definitely decided.

For with the establishment of the new Federal corn grades and the announced determination of the Department of Agriculture to work together with the Grain Dealers' National Association for an equitable method of enforcing them, and knowing that the latter organization is definitely committed to Federal supervision, not Federal inspection, it seems highly probable that Senator McCumber and his aged bill will be "left at the post." He has our sympathy as an individual, but not as a lawmaker. We can regret his ten years' labor gone to naught and still be thankful his fellow senators are probably strong enough and sufficiently familiar with economic problems to defeat the bill's passage.

Despite its antiquity the salient weaknesses of the original bill have not been improved in the slightest, and these faults are too glaring to be overlooked. Besides the large number of Government inspectors which would have to be appointed, the delays on interstate shipments,

inspection being made by both Federal and state or board of trade inspectors, would be interminable, and the measure from a standpoint of general efficiency is absurd. It is probable that the total time between shipping point and destination would be almost doubled. Under such circumstances, therefore, it is hoped that present indications will prevail and the bill either fail to come up for consideration or be decisively defeated. Especially does defeat seem probable by the introduction during the past week of the new Lever Bill in which Federal supervision over present inspection is embodied.

## THE MANAHAN MELODRAMA

Representative Manahan staged a play in Washington last week which was worthy of Augustus Thomas at his best. All of the stock elements of the serio-comic drama were present, the aspiring politician (Mr. Manahan) with gubernatorial dreams, who did not scruple to sacrifice the good name of a great industry to gain his own ends; his two willing accomplices (Drake and Greeley who were cast for the real "dirty work," as the lowbrows in the drama being hired to tie the hero to the railroad track; the innocent tools of the schemers (Johnson, McVicker, Salem, *et al.*) who were deluded into lending their aid to the plot; the attempt to discredit the defenders (McHugh and Sager); the personal contest at the bar of justice (the Rules Committee); the comedy relief afforded by Mr. Shorthill, who innocently showed up the conspirators in their true selfish colors after they had posed as representing the interests of the poor farmers; and finally the dramatic revelations of Judge Simpson, who confounded Manahan himself with proof of his connection with the Equity Exchange. Altogether it was a very well constructed play, but sufficiently sordid to leave a bad taste in the mouth. All it lacked was a long lost child.

## LAKE RATES AND COMPETITION.

When the Interstate Commerce Commission found that there was no real competition between lake and rail routes, as the lake lines are owned by the railroads, it uncovered an unwholesome fester that has long been undermining the health of the grain trade.

The water carriers take what the railroads choose to give them. Statistics show that in 1913 45,999,000 bushels of wheat were shipped out of Chicago by rail, while only 16,529,000 bushels went by water. Other grains were handled in about the same proportion. The bulk of the shipments went by Toledo and Buffalo, both served by the lake lines. The railroads are attempting to get advanced rates east of Chicago. If the water rates remained as they are at present and the rate increase is granted to the railroads, the great bulk of grain shipments would do diverted to the water carriers. But the situation is further complicated by the La Follette Bill which provides for certain safety measures to be adopted on all lake vessels. These measures would so increase the cost of vessel handling that the water rates would have to be raised to meet the added expense. Good-bye competition! Three things are presented for the grain trade to accom-

plish: Amend the Seamen's Bill (La Follette's) so that the added expense would not necessitate increased rates; defeat the railroads attempt for higher freight rates; break up the coalition between rail and water transportation companies and establish real competition.

## COMMISSION TO CONTROL ELEVATORS

Another instance of the patriarchal tendencies in modern state and national legislation is the effort of the Railroad Commission of North Dakota to obtain the same control over the elevators of the state as the bank examiners have over the banks. This attempt is the result of the loose manner in which the business of some elevators is conducted, and the managers have only themselves to blame if they are made subject to supervisory control. In effect the state says, that if you will not conduct your business properly and keep your books in an intelligible manner, we shall do it for you. It is on the latter score that greatest complaints are made.

The books of many elevators are notorious for the information which they fail to give. The only manner of arriving at an estimate of profit and loss, is by taking stock and counting the money in the bank. The account books of the concern are a sealed mystery of which the manager himself has lost the key. Book profits often present a large melon to be cut for the delectation of hungry stockholders, when the actual condition of the business warrants no dividends whatever, and sometimes even calls for assessments. The action in North Dakota is a fair warning to elevator men throughout the country.

## THE NAME SHOULD BE CHANGED

Elsewhere in this issue we have devoted some space to a review of the National Corn Exposition held last month in Dallas, Texas. This is something that our contemporaries seldom, if ever, touch upon, and yet it is highly deserving of the consideration of all grain men. Crop improvement work and local corn shows are claiming a portion of their attention and an event which marks the climax of a year's work in this line should be received with more interest than has been manifested in the past.

True, the big show is only six years old, and true, also, it was originally instituted primarily for farmers. The exhibits, however, have grown from year to year until they now surpass anything of the kind ever before gathered under one roof. The fact that the show was held so far South this year undoubtedly had a marked effect upon the attendance, which was poor, but the exhibits of various grains were wonderful in every respect.

With able management and effective publicity work there is no reason why the National Corn Exposition should not be accorded worldwide recognition save perhaps for one thing—its name. Although corn is the leading grain crop of the United States, all varieties of grain are exhibited at the show, which would make its title a misnomer except under the old significance of the word "corn." One of the biggest prizes, which by the way was carried out of the country by a Canadian grain firm which won it for three successive years, is the Colorado Trophy for oats. And there are numerous handsome



prizes for other grain exhibits. We suggest that to change the name to the National Grain Exposition would prove immensely popular and help to build up a larger following.

## AFTERMATH OF THE GRAIN EXCHANGE INQUIRY

A Washington dispatch of March 12 contains the information that the Rule Committee, which heard the testimony on the Manahan resolution, has appointed a special committee to prepare the necessary legislation for the appointment of a commission to make a sweeping investigation of the Grain Exchanges. This commission will probably act in conjunction with a committee which will investigate trading in futures. If this inquiry is in the hands of unprejudiced and nonpartisan members, the action will be welcomed by every market, and furthermore the safety of the grain trade as at present conducted is assured. The fuller the information gained the more apparent will be the necessity of protecting the producer and consumer by a system by which grain is carried until needed.

## PHYSICAL VALUATION OF RAILROADS

The railroad rate case now before the Interstate Commerce Commission has stimulated an interest in the proposal by the Government to make a physical valuation of the railroad properties. Mr. Prouty, who recently resigned from the Commission, estimates that it would cost the Government \$12,000,000 to do the work. It would cost the railroads a like amount according to the estimates of the engineers, \$24,000,000! And what is gained? Knowledge that the railroad property, particularly the real estate, has increased in value many times the amount of the stock issued to acquire it. The result would warrant the demands of the roads for further issues of stock—water—by which they could realize on the unearned increment. The only gain which would result from this valuation would be in securing a basis for taxing this unearned increment, which would be the last use to which the information would be put.

## GRAIN ELEVATORS TO BE INVESTIGATED

A resolution calling for a congressional committee to investigate the elevators of the country was recently introduced into the House of Representatives by J. C. Linthicum, of Maryland, at the instance of the Baltimore Chamber of Commerce. It was alleged that certain railroads favored shippers who sent their grain to other cities where there were elevators owned by the roads or subsidiary companies. Similar complaints from other cities had been made and on February 10 the Interstate Commerce Commission issued an order for the investigation of the so-called "elevator trust," making all interstate railroads and steamship lines defendants in the investigation. This investigation will take the place of that suggested by Mr. Linthicum. The common practice as alleged was illustrated in the case of the western railroads which it was claimed discriminated against the private elevators in Omaha, Council Bluffs, and other cities in favor of the warehouses in Kansas City, which were built

by the railroads and were leased to private parties or were operated by themselves or subsidiary companies. The discrimination lay in the alleged claim that the railroads gave certain free or preferred service to shippers using the Kansas City houses and the owning carriers' lines. The investigation which has been started will be sweeping in its character and will undoubtedly remedy all abuses if any are found to exist, and will free the public mind of the prejudices which it now holds against the large elevators. The mammoth elevators at the large terminal and primary markets are an essential part of the commerce in grain, and they should be above the suspicions of the shipping public.

## THE COST OF WHEAT

The fluctuation in the market price of wheat is considerable, but the cost of production and marketing is practically stable during any one season. According to the report of the Grain Commission appointed by the provincial government of Saskatchewan it costs the farmer 55 cents a bushel to produce the wheat and an additional seven cents to market it. This report has been discredited by Canadian authorities and several inaccuracies have been pointed out. As it stands the report shows that wheat growing is not profitable in northern Canada. A grain authority of the northwest recently stated that wheat could be marketed for 60 cents a bushel and realize a good profit to the farmer. Three factors must be reckoned with in the future: World competition; increased consumption; and the necessity of better farming methods. Whatever disadvantage to the American farmer is contained in the first will be more than offset in a few years by the other two.

## EARNINGS AND RAILROAD RATES

The friends of the railroads have ingenious arguments at hand for increasing the freight rates to shippers. A sample recently appeared in the *Philadelphia Public Ledger* to the effect that, as the Pennsylvania Railroad's gross earnings for January were almost \$3,000,000 less than in the same month last year, and as the Pennsylvania represents about one-fifteenth of the entire carrying business of the country, the decrease in revenue of all the railroads would be over \$40,000,000 for the one month. Further, all the roads in the United States earned \$10,000,000 gross, more in the six months ending December 31, than in the same period of the year before, but at an increased cost of \$68,000,000. Therefore, it costs \$68 more to earn an additional \$10, and, therefore, the Interstate Commerce Commission ought to readjust income capacity as well as outgo necessities. Very pretty, but does it bear analysis?

Timidity as to the effect of the tariff revision and the new currency law effected business all through those six months for which the figures were taken. This depression was not the fault of shippers any more than of the roads. If business had been normal it is fair to assume that that \$40,000,000 loss in January would have been wiped out. A comparative decrease in the preceding months would also have disappeared, with the result that the \$10,000,000 gross in-

crease in business for the six months would be augmented by a \$40,000,000 item each month, which represents the difference between normal and panic years. Thus that \$10,000,000 becomes \$250,000,000 and the increased operating cost would have been only slightly greater, if at all. Allowing for a substantial margin in both income and expense during normal business years, it does not appear that the roads need any assistance from shippers, if none of their arguments hold water better than this.

## TRAFFIC EXPENSE AND CONSUMERS BURDEN

The cost of transportation charges, aside from passenger fares, is \$44 a year for every man, woman and child in the United States. This, including passenger traffic, is divided as follows: Railroad, \$30; wagon, \$17.39; water, \$5.98; total \$53.37. It is estimated that \$1 will haul one ton four miles over ordinary country roads by wagon; ten miles over good highways; 140 miles by rail; 400 miles by inland waterways; 1,300 miles on the open sea. The two highest items are by road and by railway. The first can be decreased over 50 per cent by improving the roads; the second can be decreased substantially by making them actual competitors of water rates. To do this every opportunity for developing water facilities should be seized, and agreements between water carriers and railroads for boosting rates should be frustrated. In 1912 the railroad rate from La Salle, Ill., to Chicago, was \$1.20. From Forreston, Ill., to Chicago, exactly the same distance, the rate was \$1.40. The difference lies in the fact that there is canal competition at La Salle. This is typical of what rail and water competition will be wherever it is in effect. "Good roads and good canals," should be pasted in the hat of every grain dealer. And as a matter of fact, grain men are beginning to recognize this slogan which is an encouraging sign.

## FEDERAL LICENSE FOR INTERSTATE BUSINESS

Senator Nelson of Minnesota is again to the fore with his bill providing for Federal licensing of all corporations engaged in interstate business. The form of the bill and the power which it gives the Government is practically the same as is incorporated in the Minnesota elevator law which was passed when Mr. Nelson was governor of that state. The bill provides "that all corporations engaged in interstate commerce . . . shall hereafter be subject to the inspection, supervision, and regulation of the secretary of the Department of Commerce in the manner and to the extent specified in the act, etc." Although this bill is based upon an elevator law, it appears, from the testimony of Mr. Robbins before the Rules Committee in the Manahan resolution hearing, that elevators will be specifically exempt, as the Supreme Court has held their business to be intra-, and not inter-state. Grain firms dealing exclusively in future trades will likewise be exempt, according to the same authority. The rest of the trade doing corporate business will have to take notice and govern themselves accordingly.



EDITORIAL  
MENTION

The flour bleaching decision will undoubtedly furnish a precedent for the sulphuring of oats.

We concur with one of the newspapers of the Northwest in summing up the recent hubbub and furore at Washington as "Mr. Manahan cheering himself again."

That rate advance hearing is taking up even more time than was originally estimated. An early decision of the Interstate Commerce Commission does not appear probable.

Corn and snow are placed in the same class by the *Springfield (Ill.) News*, which declares that central Illinois produces the greatest crop of both of any section of equal size in the world.

That 14-inch ear of corn which "Jim" Hill recently was supposed to have paid \$1,000 for, has already had more than its value in advertising. An accommodating thief appropriated it and caused its disappearance for awhile but an alert press agent recovered it at the psychological moment.

It is worthy of note that at the first banquet of the Nebraska Society of Chicago, held on March 6, 1914, alfalfa dishes formed the principal items on the menu. Among these may be mentioned alfalfa croutons, alfalfa cake, alfalfa fritters, alfalfa tea and alfalfa coffee. And up-to-date there have been no serious casualties reported.

The Commission Merchants Law, passed in Nebraska during 1913, has just been defined by the attorney general of the state, who declares that grain commission houses as well as all other forms of commission business come under the statute, requiring the payment of a \$10 annual fee and the giving of a bond to insure proper carrying out of contracts.

The horticulturist of the Philippine Bureau of Agriculture, O. W. Barrett, is authority for the statement that corn will very soon become a serious rival of sugar cane in the production of sugar. Corn, if the ears are plucked at the time when starch is being deposited in the kernels is found to be rich in sugar material, containing as much as 14 per cent of sugar and a small quantity of glucose, which is about the same amount as is averaged by sugar cane.

There has been quite a little speculation (mental not financial) about the next grain to be standardized. Although it is generally believed that oats and wheat grades will next be formulated a new element has been injected by a definite request from some Kansans to establish definite grades for Kaffir corn. It would be much easier for the Department of Agriculture to announce these grades first because the classification would be very similar to the standard corn grades, the quality being governed largely by the percentage of moisture. On the other hand, the Department may conclude that

Kaffir corn is still of rather local production and decide to adhere to the original schedule.

As was expected, the question of taxing Minneapolis Chamber of Commerce memberships will be carried to the U. S. Supreme Court. The lower courts including the Minnesota Supreme Court, have all decided that a membership is personal property and consequently is taxable. The amount involved is relatively small, the memberships being assessed at \$38 each, but the precedent established will be far-reaching.

J. Collin Vincent, the well known Baltimore grain man, has recently put on in pamphlet form some excellent arguments on "The Rehabilitation of the Maryland Agricultural College." Mr. Vincent is the chairman of the Crop Improvement Committee of the Baltimore Chamber of Commerce and his efforts in building up agriculture "from both ends" furnishes good material for other crop improvement committees to ponder.

Nowhere in the grain trade has there been a greater development in the last ten years than in seeds. Tracing a seed's ancestry is now quite possible and pedigreed seeds represent an advance on selected seeds. A number of seedmen now go to the trouble of establishing pedigrees in addition to producing strains of such excellence that they do not hesitate to attach their own names to them as a guarantee of the worth of the seeds above the common run.

The new clauses dealing with strike expenses which were inserted in bills of lading by the International Shipping Federation have caused many protests abroad. The Bristol Channel and West of England Corn Trade Association has voiced its objections in a set of resolutions, calling upon members to instruct their bankers not to accept any draft to which a bill of lading containing the objectionable clauses is attached and to notify their foreign correspondents of their action.

Here's another one about "corn sickness" only in this particular case the mystery was dispelled. Two weeks ago the chemist of the Gwinn Milling Company, Columbus, Ohio, laid some kernels of corn out on a fence to dry. They were discovered by some hungry employes who promptly ate them. The resulting sickness was quite severe, but it was not pellagra or forage poisoning or any one of the numerous ailments sometimes attributed to corn. No, the corn had merely been boiled in mineral oil.

The adoption of the new Federal corn grades by the Illinois Public Utilities Commission during the past month raises an interesting question as to what will ensue if the various state commissions refuse to accept the grades. Confusion will exist in any event but think of the mixup there will be if two different inspections are demanded, one for interstate and the other for intrastate shipments. This outcome is by no means improbable because several commissions are reported to be on the point of rejecting the grades. Whether or not the Federal corn grades as promulgated are desirable, there is very little doubt that they will be rigidly enforced and

Illinois has set a good example for the other states to follow, in thus deciding to reduce possible confusion to a minimum.

The resolution passed by the Duluth Board of Trade, published elsewhere in this issue, even if it does not entirely accomplish the result aimed at, viz., the discouraging of blind speculative ventures, will tend to place that Exchange on a very high plane.

The Commercial Exchange of Philadelphia has modified its grades of corn export No. 2 corn being raised from 16 per cent to 17 per cent moisture. The charge was made, it is said, in order to conform the rules so as to meet competition from other seaboard markets. The Philadelphia grades will conflict very much with the new Federal grades effective on July 1st, and the lowering of the standard has provoked much comment and considerable criticism.

One result of the National Corn Exposition much in evidence is the attitude assumed by different states which won the honors. At least six or seven commonwealths claim, or at least their newspapers claim for them, that they carried off the prizes most worth having. As a matter of fact there were so many prizes and the distribution was so general that a number of states shared in the awards. But of course only one or two are entitled to any distinction.

Duluth is pluming itself upon the fact that its big grain elevators are now being shown in "movies" all over the country. The grain elevator has been a bit backward in connection with moving pictures although flour mills have long been included. From a spectacular standpoint the exterior views of some of our mammoth elevators furnish a most worthy subject for films, and the interior showing cleaning and handling machinery could also be profitably shown.

Now comes the suggestion, and a very sensible one too, from the Department of Agriculture, that in place of giving the prize winners of Boys' Corn Clubs an annual trip to Washington, they be awarded a year's course in some agricultural college. To be sure the latter may not appeal so much to the juvenile mind, the Washington tour being the *ultima thule* of boyish ambition, but from the practical standpoint of looking forward to the future development of skilled agriculturists the new plan is greatly to be commended.

Poor Fargo! The North Dakota city had the temerity to uphold its chief of police for his determined stand in maintaining order at the recent meeting of the Tri-State Grain Growers' Association. And now it is reported that an effort is being made by representatives of the Equity Exchange of Minneapolis to boycott the city or place it on the "black list" for future gatherings. How it must chafe the esteemed citizens of Fargo, and how grieved they must be to think that in future Messrs. Loftis, Manahan, Drake, *et al.*, may sidestep the city. Poor Fargo!





J. C. MURRAY  
Chicago.

## NEWS OF THE TERMINAL MARKETS



K. D. KEILHOLTZ  
Toledo.

### NEW OFFICERS AT CINCINNATI

The new officers of the Cincinnati Grain and Hay Exchange of the Chamber of Commerce are: William R. McQuillan, president; Edward Richter, vice-president; Paul Van Leunen, secretary and treasurer.

### CHANGES IN CORN GRADES

Recently, on the Philadelphia Commercial Exchange, the recommendations were approved made by the grain committee that moisture tests on artificially dried No. 2 corn be raised from 16 to 17 per cent, and that the restriction on natural No. 2 corn to 16 per cent be abolished between March 1 and July 1.

### OFFICE INSPECTION AT EAST ST. LOUIS, ILL.

John P. Gibbons, Chief Grain Inspector of Illinois, was in East St. Louis, Ill., in February looking over the grain situation with the view to making improvements in the inspection department. He stated, on his return to Chicago, that the old track inspection there will probably be superseded by office inspection, which has been found to work so satisfactorily in Chicago.

### ARGENTINE CORN IN CHICAGO

The first car of Argentine corn ever bought to arrive in Chicago was purchased early this month by Edwards & Loomis Co., who besides carrying on a general wholesale and retail grain and feed business, also manufacture prepared foods at their plant located at 345 North Elizabeth Street. The price was reported at about 10 cents above that for domestic corn but the buyers say should the experiment prove satisfactory they will purchase more of the Argentine product.

### DON'T KILL THE PATIENT

Speculation enters into all forms of business activity. Everyone tries to anticipate the future. Foresight is absolutely necessary to permanent success. Speculation by those who are incompetent or cannot afford to lose is the greatest abuse of future trading. It is chiefly responsible for the prejudice against trading in futures. The great benefits to farmers, dealers, millers and consumers are apt to be overlooked. No system is perfect. There is a little bad in even the best. Remove the trouble but don't kill the patient. Would you destroy the world because there is evil in it? Would you destroy representative government to get rid of a few corrupt politicians?—C. A. King & Co., Toledo.

### MORE SALES OF CANADIAN OATS

In their weekly grain letter of March 7, L. W. Forbell & Company of New York say: "Spot oats fractionally higher because of smaller offerings, but trading much restricted on account of the heavy storm the first of the week, which tied up all traffic and has proved a serious detriment to business generally. Consumption has undoubtedly been increased and this should soon be reflected in an improved demand when normal conditions are restored. Sales of Canadian oats are again reported, while offerings continue in competition with our standards. There has been no sales reported for export.

"The Government report on farm reserves of oats, issued since the close of the market, shows an amount largely in excess of the recent estimates by crop experts, and will no doubt be used with as much effect as possible as a means to depress values. Intending buyers of cash oats will not be slow

to take advantage of such a situation should it occur, and purchase only to supply pressing needs. Aside from the immediate effect produced by the report, market conditions recently have been improving and unless they are adversely affected by speculative influences prices should continue at about the present level.

"Arrivals of corn very small, but jobbers are well supplied with the Argentine product, the value of which is steady at 70 to 71½ cents. Hot corn 41 cents, kiln dried mahogany 49 cents export."

### MILWAUKEE'S CHIEF GRAIN INSPECTOR

To successfully fill the office of chief grain inspector at any great market, a man must be blessed with a native aptitude for the work, combined with



A. A. BREED

a wide experience. In both of these particulars A. A. Breed, chief grain inspector of the Milwaukee Chamber of Commerce, qualifies in marked degree.

He was brought up on the farm in Milwaukee County, Wis., where he was born in 1874. He attended the public schools at Wauwatosa, finishing his schooling at the Milwaukee High School. During all this time he lived on the farm and was thoroughly familiar with grain at its source.

In 1896 Mr. Breed obtained a position with the Milwaukee Chamber of Commerce weighing department, which he held for four years. F. D. Hinkley was then chief inspector. He offered Mr. Breed a position in his department. The first two years were spent in sampling grain, then for four years he sampled and inspected at the elevators; and for three years inspected grain on track.

Mr. Hinkley resigned from his position in 1909 and Mr. Breed was appointed in his place as chief inspector of the Chamber of Commerce. This position he has held ever since, and his large experience has continued to build up the efficiency of his department to the high rank it holds at the present time.

### NO. 2 RED WINTER WHEAT AT TOLEDO

Stock of 2 Red here Monday will be over 600,000 bushels and no doubt will become still larger, as quite a little wheat is headed this way. Most of the wheat arriving has been sold for May delivery, and while the leading longs may have bought some May at times, a good deal of it has been taken by shorts—(millers and traders in other markets who sold it when it was several cents higher). Will the leading May longs stand for delivery, or will they give up before then and sell out? Ohio and Michigan millers tell us their stock of No. 2 Red is increasing instead of decreasing, and advices indicate fair farmers' deliveries later, if the growing crop looks well.—J. F. Zahm & Co., Toledo, letter, March 7.

### THE INVESTIGATION OF GRAIN EXCHANGES

Following the refusal of the House committee on rules, at Washington, to report the resolution of Congressman Manahan for an investigation of the grain exchanges of Chicago, Minneapolis and Duluth by a special committee, the matter was referred, with the consent of Mr. Manahan, to the committee on agriculture.

The Board of Trade of the city of Chicago was represented at the hearing by President C. H. Canby and Secretary J. C. F. Merrill, and the Chicago trade by John J. Stream, Jos. P. Griffin, Wm. N. Eckhardt and A. J. White.

The Minneapolis Chamber of Commerce was represented by G. F. Ewe, Secretary John G. McHugh, E. L. Welch, Judge David F. Simpson, and Judge M. D. Purdy. Each of the exchanges named would welcome an investigation by an unbiased committee.

### WILL CORN DO BETTER?

T. A. Grier & Co., of Peoria in their market letter of March 6 say: "The visible supply is now close to that of a year ago. It is unfortunate that so much of it is in Chicago instead of being distributed throughout the usual points of accumulation. This furnishes a bear argument hard to combat, but there seems to be present enough bull sentiment in corn to hold the options regardless of the cash situation.

"Bad roads in prospect, light stocks of corn in country elevators—continued heavy feeding in the Southwest—in Missouri and in southern and western Illinois, in all of which sections the corn is being brought in, no home stocks being available—all these items occur to the bull on corn as certain to turn the tide and bring about higher values for both cash and future corn. They point to the figures given out by crop experts, indicating 500,000,000 less corn back on the farm than we had a year ago, and that the feeding is likely to continue heavy if present values of hogs and cattle hold. Dullness of general business—the fact that present corn values are around 15 cents higher than a year ago—and the lack of demand for corn for shipment East and South are more than offset in the opinion of the bull, by the small reserves on the farm—the probability of improvement in cash values that almost always comes in March and April, and the high prices corn brought last summer in spite of the largest reserves we ever had in this country. Corn has a wonderful way of recovery from dullness and doing unexpected things, especially during the spring months.

"The Argentine new crop will likely enter into the question later on. They claim to have raised about 250,000,000 for export. Some people in New



York consider that this country will not risk buying new Argentine corn to use during the summer months and that as a home proposition the Argentine bugaboo may be dismissed for the present. This country seldom exports any corn after the spring months and in the past has had no difficulty disposing of what was left of our corn crop at home during the summer and fall."

#### BOARD WILL DISCOURAGE BLIND SPECULATIVE VENTURES

Charles F. Macdonald, secretary of the Duluth Board of Trade, announces the following resolution adopted by the Board of Directors at a February meeting:

The Board of Directors of the Duluth Board of Trade desires to urge upon all members the obligation that rests upon them to discourage any use of the facilities of the grain exchange for trading which they have reason to believe represents only a blind speculative venture, and thereby often results in loss to those unable to bear it. Through the use of the trading facilities of the exchange, consumers, growers, dealers and millers receive that legitimate protection which is a vital necessity in the handling of their business, and it is the development of the present system of trading in grain which has made the marketing margin between grower and consumer of grain narrower than is possible in the handling any other farm product. It is the misuse of the useful functions for which these facilities have been developed that directs attack upon the entire system, and realizing the impossibility of separating by any act of legislation the trading which is legitimate from that which represents pure chance without plan, reason or financial equipment, the Board of Directors calls upon all members to appreciate the duty which rests upon them to eliminate all trading which has no proper place in the grain exchange.

#### EXPECTS NEW CASH CORN DEMAND

Finley Barrell & Company, of Chicago, have the following to say about corn in their late March letter: "The situation has been marked by extreme lassitude in Eastern cash demand and a piling up of stocks in Chicago. Country movement was heavy southwest and west with little accumulation, but light Chicagoward, where accumulation was particularly noticeable. Feeders in Missouri and Illinois bought freely at prices several cents above those ruling in primary markets, but other consumptive channels were apparently substituting or economizing. On the advance there was heavy selling of deferred futures by the avowed champions of higher prices and buying of May by them on the declines. The visible again increased and now totals 18,374,000 bushels as against 17,918,000 bushels a year ago. Chicago stocks are 10,245,000, thus making the bulk of the visible in store here.

"The exponents of higher prices present their claims along these lines of argument. Eastern demand must come and come quickly, taking care of the excessive Chicago stocks. Back of these stocks is little or no corn except farm reserves, as country elevators are bare and the end of the present movement is rapidly approaching when spring farm work will prevent movement until early in June.

"The farmer will not sell freely of his farm reserves, be they large or small, until he knows his prospect for a normal new crop yield. Feeders outbid primary markets everywhere and will continue to do so as long as beef and pork retain their present high price altitude and as long as corn continues to be the greatest fat producer on earth. The tremendous shortage from the last crop has still to be reckoned with. Present large discounts emphasize conclusively the stagnation in demand everywhere. Farm reserves are heavy, due to mild weather, substitution and high prices, and they will have to move ultimately, especially with spring pasturage shortly available.

"Bears array their arguments as follows: Cash demand will not improve sufficiently to care for our excessive visible and we will carry into the spring months a burdensome total which will prove an effectual barrier to any permanent advance. It is too late to expect consumptive demand to improve and Argentine corn by June 1st will be pressing our seaport markets from Galveston to Portland, cutting us off from the possibility of export trade as well as jeopardizing our domestic market.

"Viewing the situation from both these standpoints, we believe there is a large long interest in

May corn that does not wish to take delivery and will either liquidate or switch over to deferred futures. Tired holders are everywhere becoming discouraged over the failure of cash demand to appear and are losing faith in their position. Professional sentiment is unanimously and intensely bearish. Regardless of farm reserves, country movement or any other feature, it appears inevitable that for the immediate present large cash demand must quickly arise or liquidation of long holdings will ensue. We expect the cash demand to appear in the next few days."

#### BOARD OF TRADE THANKS HON. ASBURY F. LEVER

The Board of Directors of the Board of Trade of the city of Chicago at its regular weekly meeting held late in February adopted the following resolutions:

Whereas, the Congress of the United States has recently enacted H. R. 7951, known as the Co-operative Agricultural Extension Work Bill, and

Whereas, this bill will accomplish in the most practical and effective manner the co-operation of the Federal Government with the various state governments, in the dissemination of valuable scientific knowledge resulting from the investigations, experiments and research of the State Agricultural Colleges, and the Department of Agriculture, to the farming communities of our country, and

Whereas, the successful enactment of the constructive principles in this Act is largely due to the ability, the perseverance and effort of the Hon. Asbury F. Lever, of South Carolina, Chairman of the Agricultural Committee of the House of Representatives, therefore be it Resolved, that we, the Directors of the Board of Trade of the City of Chicago, recognizing that the welfare of our great country largely depends on the happiness, the contentment and the prosperity of those engaged in agricultural pursuits, do hereby express to the Hon. Asbury F. Lever, Chairman of the House Committee on Agriculture, our sincere thanks for his labor and effort in behalf of this bill.

Resolved, that the president and secretary of this Association be directed to forward a copy of these resolutions to Mr. Lever.

#### INDIANAPOLIS BOARD OF TRADE CONDEMNNS McCUMBER BILL

At a meeting of the Governing Committee of the Indianapolis Board of Trade held on Monday evening, March 2, a set of resolutions was adopted unanimously, laying bare the fundamental weaknesses of the McCumber Bill, providing for Federal grain inspection, in a thorough and able manner. These resolutions, which were immediately forwarded to Congress, read as follows:

Whereas, there is now pending in Congress a bill providing for compulsory Federal inspection of grain, being Senate Bill No. 120, introduced by Senator McCumber.

If this bill should become a law all grain, shipped in interstate commerce, would be required to be inspected by an inspector of the United States Government before it could be delivered to the consignee, and this inspection would be in addition to any inspections that are made by Boards of Trade or under the different state laws requiring inspections; and such inspection would involve the employment of a large number of inspectors by the United States Government, and such appointments would undoubtedly be made without reference to the qualifications of the inspectors for the work required, and would also result in a cumbersome system of making such inspections which would be slow and unwieldy, and would result in delays in the carrying and delivering of grain, while this act would only apply to grain in interstate commerce, and the present exchanges of the states that perform this service would continue to do so as to intrastate shipments and markets, which would result in a dual system of inspection and would inevitably result in complications and delays; and.

Whereas, Boards of Trade, and organizations engaged in the carrying of grain throughout the country, have practically all opposed Federal inspection of grain, and are opposed to the provisions of the McCumber bill; and,

Whereas, the grain organizations and those engaged in the grain trade, both in the country and terminal markets, favor and are on record in favor of legislation by the government establishing Federal standardization of grades of grain, and Federal supervision of inspection by the Department of Agriculture, to the end that the department may promulgate specifications of grades, making inspections uniform throughout the country, and having a corps of supervisors to visit the different markets, and otherwise see that the inspections under the standards and rules promulgated by the Department of Agriculture are carried on in an efficient and capable manner; and,

Whereas, there is at present no law or authority in the Department of Agriculture to fix or establish

grades as to the grain that enters into interstate or foreign commerce; and,

Whereas, there is now a committee appointed to the grain trade co-operating with the Department of Agriculture in the preparation of a proper bill for the standardization of grain to be enacted by Congress; therefore, be it

Resolved, (1) That this Board of Trade is opposed to the enactment of Senate Bill No. 120, and is opposed to legislation providing for and requiring inspection by the United States.

(2) That we favor the enactment of proper legislation for Federal standardization and supervision of inspection of grain; and we favor legislation authorizing and empowering the Department of Agriculture to establish the same.

(3) That a copy of this preamble and resolutions be forwarded to the United States Senators and members of Congress from this state, with a request that they oppose the enactment of Senate Bill No. 120 and requesting them to favor the enactment of legislation for national standardization and supervision of inspection of grain throughout the country.

#### LOOKING AHEAD IN WHEAT

"The burden of leading market factor in wheat is rapidly shifting to new crop conditions," say E. W. Wagner & Co., of Chicago. "If the United States is to face a record April and May winter wheat prospect, the investor and consumer must avoid advances. The world situation is, however, never entirely unknown. Theory stalks in our midst every day. And it must always be so. The Argentine surplus is guessed at 50,000,000. A mere 20,000,000 more is a vital total. We shall not know the real Argentine surplus for many weeks.

"India wheat news suggests a crop revival in sections. The Punjab raises 140,000,000 wheat or 35 per cent of the India crop and news from about half of the India grain belt is improved. India evidently has a chance to raise an export surplus of 45,000,000. Her best surpluses are 56 to 65 millions. Improved news from India at this moment is particularly unfortunate from a bull standpoint, as she ships heavily in May.

"If the March wheat reserves are liberal and on large crops they are never small, the foreigner may continue his present importing apathy until the first half of March is expected. The peculiar influences which affect wheat in first half of March have been supplemented by a large number of favorable winter wheat reports. My reports for March are arriving and they give a very high percentage for the Central west and Nebraska."

#### TERMINAL NOTES

The P. L. Zimmerman Company has organized with offices at No. 115 Chamber of Commerce Building, St. Louis, Mo., to do a general brokerage business in grain, seeds, flour and feed.

Barry & Co. is the style of a new firm to engage in the grain business at Buffalo, N. Y. They will have offices at 629 Chamber of Commerce Building. The active members of the firm are A. C. and J. A. Barry.

The Churchill Grain & Seed Company of Buffalo, N. Y., has engaged W. E. Seeber to travel for them in New England territory. Mr. Seeber was for a number of years engaged in the feed business at Adams, N. Y.

Assemblyman Roy J. Nye of Superior, Wis., has been reappointed by Governor Francis E. McGovern as a member of the Wisconsin Grain and Warehouse Commission for a three-year term, which will expire in 1917.

The many friends of John H. Pank, manager for the Pioneer Malting Company of Minneapolis, Minn., will wish him speedy recovery from a recent attack of appendicitis. At last accounts he was doing very well.

The Anderson-Rylander Company has been organized at Omaha, Neb., to do a general grain and live stock business. The capital stock is \$100,000 and the incorporators include John A. Anderson and C. M. Rylander.

Merrill & Lyon, who have occupied the same offices on the eighth floor of the Chicago Board of Trade Building for about thirty years past, will move April 1 to new quarters across the street in the Webster Building, where they will be located in Rooms 942-3-4. Bert Ball, secretary of the Crop



March 15, 1914.

Improvement Committee, Council of Grain Exchanges, who has outgrown the present quarters adjoining the visitors' gallery of the Board, will move to the suite that Merrill & Lyon leave vacant.

Connor Bros. & Company, a well known grain firm on the Merchants Exchange, St. Louis, Mo., suspended business the latter part of February. The firm had been engaged in the grain business at St. Louis for upwards of forty years.

The Joseph Grain Company of Milwaukee, Wis., has been incorporated with a capital stock of \$10,000 to carry on a general commission business in grain, hay and mill feeds. The incorporators are Murton Joseph, A. J. Friedlander and M. Friedlander.

A new company has been organized at Charlotte, N. C., known as the Charlotte Brokerage Company, to deal in grain, flour and feed, with an authorized capital stock of \$25,000. The incorporators are T. A. Ludwick, C. S. Link of Salisbury, N. C., and H. A. Franklin and R. M. Wheaton of Charlotte.

A new member of the Urmston Grain Company of Buffalo, N. Y., made his appearance on February 26. His name is David Tanner Urmston and he is the son of Mr. and Mrs. Chessel W. Urmston. He says "goo" for grain, but the "future" market for the boy is fraught with great possibilities as a scion of the Urmston race.

The latest addition in the line of improvements in the Illinois State Grain Inspection Department, Insurance Exchange Building, Chicago, was the installation of an automatic wheat docking machine. It has a capacity of handling one car a minute and does away with all manual labor except weighing. It has so far given great satisfaction.

Henry A. Rumsey of the firm of Rumsey & Co., grain merchants with offices in the Board of Trade Building, Chicago, who has been confined to his home on account of illness for about seven weeks, left Chicago with his wife on March 8 for Sulphur Springs, W. Va. He has entirely recovered but will spend a short time resting up before his return to the office. He is expected home about April 1.

The grain committee of the Chamber of Commerce of Columbus, Ohio, has been reappointed. It is composed as follows: J. W. McCord, chairman; Frank Maughman, A. H. Cratty, H. S. Cruikshank, A. Felty, C. E. Gwinn, N. Morton and J. P. McAlister. The committee inspects grain and hay in Columbus, charging a fee for its services. It is self-supporting and has a balance in the treasury.

Word has reached us from Portsmouth, Ohio, of a very severe spell of illness that has confined H. S. Grimes to his home for some two months. Recently, however, Mr. Grimes has been able to get to his office about an hour a day and he expects to gradually increase the time spent there. However, his physician advises him to take a complete rest, and his many friends in the grain trade hope he will do so. With the strong constitution possessed by Mr. Grimes, no spell of sickness should get the best of him if he takes reasonable care of himself. This his friends are advising him to do.

An announcement of unusual interest to the grain trade at large came recently from Detroit, Mich., which involved the transfer of the elevator at the foot of Hastings street, commonly known as the Detroit & Milwaukee Elevator and owned by the Detroit Railroad Elevator Company, to the officers of the Caughey-Swift Company. The elevator is a wooden structure with a capacity of 1,000,000 bushels of grain. It has facilities for storing, cleaning and handling large quantities of grain, both from cars and lake boats. The elevator will be overhauled throughout and put in the best of shape and will be used as a public elevator, giving to Detroit all the facilities possessed by any competitive point. The purchase on the part of the Caughey-Swift Company was said to be partly the result of the reduction in the grain tariff which puts Detroit in a position to handle wheat and oats from Canada, either in bond or for use in this country. Arrangements have been made with the Grand Trunk Railroad which will be of great value, it is said, to shippers on that road and its connections. The ele-

vator will be in charge of Charles Baum, formerly with the Armour Grain Company's elevators in Chicago, a man of wide experience in the operation of large elevators. A Hess Drier is to be built which will be in operation by April 1.

W. A. Fraser & Co., one of the oldest grain firms on the Chicago Board of Trade, filed a voluntary petition in bankruptcy March 10, and Oscar E. Williams was appointed receiver by Federal Judge George A. Carpenter. The liabilities of the company are given at \$180,145.14 and assets at \$420,000. It was stated that most of the liabilities consist of accounts payable in such towns as Galva, Toulon, Plymouth and Peoria, while the assets include—notes receivable, \$128,683; real estate valued at \$15,000; grain and personal property \$50,000; accounts receivable, \$117,317.51; miscellaneous claims, \$104,175. It was the general expressed opinion on the Board that it was a case of slow assets, but plenty of them, and that affairs would be adjusted.

Two of Toledo's popular grain men will sail from New York on May 16 on the Hamburg-American *Imperator* for Europe. They are Fred Jaeger and wife and Chas. S. Burge and wife. Arriving in Hamburg on May 23 they will spend a week each in Hamburg, Berlin, Vienna, Venice, Paris, London, and two weeks in Switzerland. The trip is not wholly for pleasure, as Mr. Jaeger and Mr. Burge will make it a point to become acquainted with the seed merchants of Europe and Great Britain and will inform themselves as to the methods of doing business on the other side, with the partial view of increasing the business between these merchants and the Toledo market. They will sail for home from Liverpool on the *Lusitania* July 25, arriving in New York about five days later.

## RECEIPTS AND SHIPMENTS

For the month of February, 1914, the following are the receipts and shipments of grain, grain products, hay and seed at the leading receiving and shipping points in the United States:

**BALTIMORE.**—Reported by Jas. H. Hessong, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	150,422	462,839	993,233	735,427
Corn, bus.....	285,467	7,321,076	44,788	6,792,151
Oats, bus.....	156,876	612,585	2,120	809,982
Barley, bus.....	2,427	412		
Rye, bus.....	166,336	80,048	107,037	31,286
Hay, tons.....	2,837	6,186	629	812
Flour, bbls.....	105,705	166,586	58,884	152,184

S. Davies Warfield, John McHenry, G. Harry Barnes and Wm. E. Jones elected members of this Exchange. Certificate of Geo. E. Probst transferred.

**CHICAGO.**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	3,314,000	2,652,000	1,780,000	1,903,000
Corn, bus.....	8,401,000	21,454,000	3,327,000	14,430,000
Oats, bus.....	6,594,000	9,063,000	5,697,000	6,565,000
Barley, bus.....	2,015,000	3,398,000	546,000	1,565,000
Rye, bus.....	233,000	230,000	152,000	161,000
Timothy seed, lbs.	1,763,000	3,019,000	2,021,000	3,152,000
Clover seed, lbs.	418,000	545,000	1,576,000	835,000
Oth. grass sd., lbs.	1,048,000	1,036,000	2,119,000	1,833,000
Flax seed, bus....	20,000	238,000		17,000
Broom corn, lbs...	1,172,000	2,399,000	567,000	1,205,000
Hay, tons.....	31,954	28,252	3,983	2,436
Flour, bbls.....	945,000	769,000	378,000	400,000

**CLEVELAND.**—Reported by Wm. S. B. Comstock, statistician of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	26,093	66,884	27,393	99,441
Corn, bus.....	389,297	118,422	40,878	96,412
Oats, bus.....	334,837	316,442	65,087	106,421
Barley, bus.....	3,534	5,943		8,196
Hay, tons.....	4,862	3,924	236	941
Flour, bbls.....	51,233	48,926	11,914	12,298

**DULUTH.**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	612,043	3,382,779	54,067	183,351
Corn, bus.....	23,096	19,903		
Oats, bus.....	130,014	389,050	59,882	66,717
Barley, bus.....	58,457	408,480	71,676	172,654
Rye, bus.....	9,874	23,082	8,821	43,634
Flax seed, bus....	74,182	1,132,219	51,692	81,726
Flour, bbls.....	28,000		83,995	51,490
Flour, produced..	80,425	57,745		

**DETROIT.**—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	47,000	19,000	84,000	28,260
Corn, bus.....	345,000	334,800	197,000	231,600
Oats, bus.....	265,000	271,500	23,000	23,250
Rye, bus.....	21,000	5,000	17,000	23,200
Flour, bbls.....	24,000	27,800	26,000	32,000

**GALVESTON.**—Reported by H. A. Wickstrom, inspector of the Cotton Exchange and Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, cars.....	191			
Corn, cars.....	3			
Corn (Argentine imports), bus...	407,503			
Rye, cars.....	1			

**CINCINNATI.**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	182,309	125,254	141,685	132,747
Corn, bus.....	926,721	970,562	386,359	455,608
Oats, bus.....	352,810	863,978	337,786	738,652
Barley, bus.....	37,100	105,148	84	29,609
Rye, bus.....	86,000	78,215	9,588	37,868
Timothy sd., bags	3,241	1,061	2,770	4,474
Clover sd., bags..	5,460	8,380	5,600	7,583
Oth. gr'ss sd., bgs.	12,687	16,524	13,391	16,126
Flax seed, bags..	38	112	11	41
Broom corn, lbs...	120,218	162,246	61,125	88,451
Hay, tons.....	25,575	19,440	21,587	13,861
Flour, bbls.....	116,025	126,401	89,563	74,493

**INDIANAPOLIS.**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	45,000	60,000	11,000	36,000
Corn, bus.....	1,991,000	1,920,000	332,000	394,000
Oats, bus.....	230,000	500,000	147,000	215,000
Rye, bus.....		1,000		
Hay, cars.....	72	83		
Flour, produced..	44,000	37,000		

**KANSAS CITY.**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,642,800	1,950,000	1,540,800	1,766,400
Corn, bus.....	2,626,250	1,761,250	1,728,750	923,500
Oats, bus.....	727,600	697,000	787,100	576,600
Barley, bus.....	21,000	11,200	1,400	5,600
Rye, bus.....	13,200	18,700	5,500	6,600
Kaffir, bus.....	71,500	333,300	71,000	299,000
Bran, tons.....	960	900	5,952	6,400
Flax seed, bus....	1,000			
Hay, tons.....	19,284	22,308	10,056	9,768
Flour, bbls.....	11,250	15,000	92,750	142,250

**MILWAUKEE.**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	229,075	618,700	181,522	340,424
Corn, bus.....	1,275,000	1,674,420	857,081	1,015,943
Oats, bus.....	1,117,200	1,032,200	1,235,710	800,540
Barley, bus.....	1,319,289	2,294,200	296,074	724,284
Rye, bus.....	202,080	294,800	272,625	262,838
Timothy seed, lbs.	141,430	360,780	330,000	180,000
Clover seed, lbs...	174,165	414,210	758,515	845,860
Flax seed, bus....	58,080	111,600		1,200
Hay, tons.....	1,836	3,168	588	408
Flour, bbls.....	184,810	104,340	191,144	133,957
Feed, tons.....	14,460	7,980	14,741	6,673
Malt, bus.....	96,185	216,535	634,355	666,245

**MINNEAPOLIS.**—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	8,754,330	8,346,960	1,887,970	2,404,600
Corn, bus.....	1,005,870	690,430	891,740	637,220
Oats, bus.....	1,069,640	1,282,670	1,694,640	1,242,520
Barley, bus.....	1,691,500	2,281,620	1,476,500	3,102,700
Rye, bus.....	257,220	339,410	137,850	247,980
Flax seed, bus....	478,380	1,246,480	31,910	199,000
Hay, tons.....	2,880	3,470	290	440
Flour, bbls.....	66,916	72,525	1,445,704	1,286,368

**NEW YORK.**—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,598,400	2,119,200	2,969,483	2,093,481
Corn, bus.....	79,825	997,875	22,150	1,499,844
Oats, bus.....	1,277,950	1,133,075	392,437	280,784
Barley, bus.....	456,750	557,175	245,821	217,510
Rye, bus.....	23,000	81,650		109,216
Timothy sd., bags				3,385
Clover seed, bags	1,688	2,303	1,582	7,831
Oth. grass sd., bgs.			706	
Flax seed, bus....	124,800	325,000		49,500
Hay, bales.....	21,552	19,645	11,674	14,311
Flour, bbls.....	720,641	639,592	303,029	318,923

**OMAHA.**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,252,800	1,558,800	1,214,400	1,401,600
Corn, bus.....	3,915,600	2,326,800	3,692,700	1,871,100
Oats, bus.....	1,020,000	1,582,700	1,255,500	1,179,000
Barley, bus.....	26,000	60,200	1,000	5,000
Rye, bus.....	8,000	22,000	9,000	21,000

**PEORIA.**—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	157,000	174,000	147,466	196,100
Corn, bus.....	2,069,000	2,822,779	818,759	2,238,905
Oats, bus.....	580,200	893,320	971,200	1,075,176
Barley, bus.....	209,225	404,400	110,917	227,478
Rye, bus.....	20,400	69,000	16,800	42,000
Mill feed, tons...	6,666	7,317	9,078	7,968
Flax seed, bus....	610,000	120,000	270,000	123,000
Broom corn, lbs...	90,000	180,000	60,000	210,000
Hay, tons.....	2,770	3,884	1,300	1,182
Flour, bbls.....	186,600	203,700	205,566	199,600

**PHILADELPHIA.**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	726,762	430,719	896,644	855,215
Corn, bus.....	234,071	604,646	55,714	598,404
Oats, bus.....	810,743	768,433	100,007	
Barley, bus.....	1,941	55,515		
Rye, bus.....	34,400	18,400	17,147	
Timothy sd., bags		906		
Flax seed, bus....	38,902			
Hay, tons.....	4,490	6,466		
Flour, bbls.....	150,510	210,796	43,126	160,338

**SAN FRANCISCO.**—Reported by T. C. Friedlander, secretary of the Grain Trade Association of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, centsals...	289,617	319,505	80	70
Corn, centsals....	2,270	13,654	142	200
Oats, centsals....	29,468	28,490	7,410	50
Barley, centsals...	133,530	187,319	11,689	164,196
Rye, centsals....	1,190	1,660		
Hay, tons.....	8,657	9,829	975	1,146
Flour, bbls.....	101,563	120,729	35,489	31,091

**ST. LOUIS.**—Reported by Merchants' Exchange:



## TRADE NOTES

The Burrell Engineering & Construction Company of Chicago has established a branch office at Spokane, Wash., for taking care of their Pacific Coast grain elevator building business. It is in charge of C. R. Schaln.

The Avery Scale Company of North Milwaukee, Wis., has engaged A. C. A. Annett of New York City to represent the company in Chicago and nearby territory. Mr. Annett will have his office in Room 723, Marquette Building.

The Monarch Engineering Company of Buffalo, N. Y., was awarded the contract for erecting the new grain elevator for Pratt & Co. at that place. Work has already commenced and it is expected to have it completed and ready to receive grain before the close of navigation.

The death was announced recently of Raymond Gilson Sykes, a large stockholder of the Sykes Company, making a specialty of corrugating iron and metal roofing for the grain trade at 930 West Nineteenth Place, Chicago. Mr. Sykes had been in ill health for almost a year.

The Board of Directors of the Canadian Industrial Exhibition has decided to make grain cleaning, portable and stationary gas engines and grain grinding, washing and demonstrations a feature of this year's fair. The awards will be made for excellence according to standards to be arranged.

Fred Cranson, secretary of the Huntley Manufacturing Company of Silver Creek, N. Y., left home the latter part of February for Jacksonville and other points on the west coast of Florida, where he will spend the balance of the winter months. His health is much improved and it is expected that he will shortly be back in the harness again.

L. O. Hickok of the grain elevator building firm of L. O. Hickok & Son of Minneapolis, Minn., died recently of heart failure. He was in the prime of life and his sudden death came as a shock to his many friends in Northwestern grain circles. Before engaging in the grain elevator construction business he had been engaged in grain buying and shipping, operating principally in Wisconsin.

The large new buildings of the Albert Dickinson Company of Chicago are rapidly nearing completion. The new plant of this large wholesale seed firm is located at Thirty-fifth street, California avenue and the Drainage Canal. The area of the total plant including Drainage Canal property under lease, comprises over 60 acres of land. Details of new buildings, trackage, etc., are shown in the company's ad on Pages 504 and 505 of this issue.

The Bauer Brothers Company of Springfield, Ohio, will present the merits of the "Scientific" Ball Bearing Attrition Mill to our readers in our advertising columns commencing with this issue. The "Scientific" Mill represents fifty years of practical experience in making grinding mills and the Bauer Company in their late ball bearing mills, guarantee a wonderful saving of power, large capacity of work, and absolute uniform grinding. Their recent literature with full particulars about these mills will be mailed on request.

The Day Dust Collectors and Dust Collecting Systems are plainly set forth in an attractive appearing booklet just issued by the Day Company of Minneapolis, Minn. As a foreword the booklet claims that the Day system means cleaner plants, lower insurance rates and elimination of dust explosions. The accomplishment of these, especially the latter, are consummations devoutly to be wished. The title page shows a view embracing seventeen plants in the elevator district of Minneapolis, all but one of which are equipped with the Day system. As a further fact of their usefulness in the flour city, it may be noted that all but four out of the forty-eight elevators in Minneapolis

are operating with Day Dust Collectors. The system is described in detail, with a number of installations shown and there is also some space given to the Day Patent Furnace Feeders. The booklet, which will be mailed on request, closes in giving a number of leading grain elevators and flour mills in which the Day system is installed.

H. C. Dempsey, vice-president of the Union Iron Works, Decatur, Ill., is now touring South America in the interest of his firm. The Union Iron Works have enjoyed a splendid business in the past with various South American countries, shipping from 25 to 50 carloads of machinery annually. Mr. Dempsey's trip is primarily for the purpose of getting his company in even closer touch with South American conditions and past and prospective customers.



H. C. DEMPSEY  
Vice-President Union Iron Works, Decatur, Ill.

Among the interesting men who attended the Stationers' Convention at Springfield, Mass., was A. K. Ingraham, connected with the Boston office of the Joseph Dixon Crucible Company of Jersey City, N. J. Mr. Ingraham, who is in his seventy-sixth year and who is hale and hearty, has become, through the recent retirement of George A. Olney, as announced in our last issue, the oldest active salesman in the country. He entered the service of the Dixon company in the year 1870 at thirty-two years of age. He has traveled in about every style of conveyance that was ever invented, in stage coach, buggy, on horseback, all types of trains and the modern automobiles. Mr. Ingraham is an interesting conversationalist and has a large fund of anecdotes to draw from when engaged in an "old time" gossip with his friends.

It is very evident that H. W. Caldwell & Son Company, engineers, founders and machinists of Western Avenue, 17th to 18th streets, Chicago, went the limit in the matter of expense, time and labor, to prepare for the grain trade a surprisingly complete book on elevating, conveying, power transmitting and general machinery in their general catalog No. 38 just issued. It comprises in all, almost one thousand pages. Following the title page there are handsome half-tones showing a general view of the plant, interior view of the machine shop, the main bay of foundry, the light casting department of the foundry, the conveyor department, one of their Helicoid Rolling Mills, the millwright department, some of their gear cutting machines, the pattern shop, and a large boring mill and mortise gear. The illustrations give only a small idea of the plant which covers an entire city block. The first pages of the book

are given over to their well known Helicoid Conveyor, which is fully described and illustrated. Then follows illustrations and descriptions of their complete line of specialties for flour mills, grain elevators, cottonseed oil mills, alfalfa plants, starch works, linseed oil mills, breweries, distilleries, malt houses, sugar refineries, glucose works, cement works, phosphate works, lime works, gypsum works, chemical works, tanneries, etc. It is bound in heavy cloth, fully indexed, and grain dealers will find it one of the most complete catalogs of grain handling machinery which has ever reached their office.

The Hess Warming & Ventilating Company of Chicago reports a good demand for the new Corn Grade Sieves, which will be required under the new Federal Corn Rules for determining the amount of "cracked" and "finely broken" corn in all grades. The sieves prepared by the Hess Company are quite a novelty, each being made in one piece, spun into form and nested one within the other, so that three separations of a sample may be made in one operation. The finish and appearance of the article is fully up to the standard of other work turned out by this firm. They are supplied in steel or brass. The Hess Company also reports a very active call for the free placards containing the new Federal Corn Grades, which it is distributing free to all inquirers. It is also issuing a very handy pocket edition on heavy celluloid. Readers of the "American Grain Trade" are invited to send for them.

The Hess Warming & Ventilating Company of Chicago report the sale of a large grain drier and cooler to be installed for the Caughey-Swift Company, Detroit, for the Detroit Railroad Elevator, which they have recently taken over, and which they are remodeling. The drier will have a daily capacity of 15,000 bushels of corn or other grain. It will be placed above the boiler house in a steel and tile building. The Hess Company undertakes all of the work in connection with the drier, including the construction of the building, conveying machinery, power transmission, steam connections, etc., and has contracted to turn over the entire equipment, ready for use, by April 1, thus preparing the whole equipment in thirty-two days from the signing of the contract. The preparedness of the drier firm in carrying a large stock of drying machinery on hand, having its own engineers and superintendents constantly employed and ready for quick action, makes it possible for the company to perform such contracts without unusual effort.

REPORT OF RAILROAD COMMISSIONERS  
OF IOWA

In a volume of 583 pages the Railroad Commissioners of Iowa have published the report of their activities during 1912. The report shows great achievements and the shippers of the state have been aided in many ways. One of these is in the number of intrastate tariffs. In 1911, when the commission made its last report, there were less than 1,000 tariffs on file; now there are over 20,000 schedules to which shippers can refer.

The report shows that the service and equipment of Iowa roads have improved greatly during the period covered by the report, but the net earnings were less than any year, with the exception of one, since 1904. During the same period the average wages paid employes has increased from \$2.10 to \$2.41 per day. Out of 411,062 cars in service in the state only 444 are not equipped with automatic couplers and only three deaths have resulted in the coupling service. The stock issues on all roads have increased over \$5,000 per mile, while the total indebtedness in five years has increased \$12,599.87 per mile of road.

Several important interstate matters were settled during the year, including dunnage allowance, green hides shipment, minimum weights established after consideration of physical capacity of car and commercial conditions, mixtures in cars to be more liberal. The report is full of interest, although too brief, a fault made necessary by the physical elements in the case. As a whole it shows great progress for shippers.



## NEWS LETTERS

[Special Correspondence.]

### CLEVELAND

BY JOHN D. RARIDAN.

The Northern Ohio Retail Feed Dealers' Association met at the Colonial Hotel in Warren, Ohio, recently in regular session, at which twenty-two members were in attendance. The regular routine of business was considered, after which B. R. Hoppes, of Chagrin Falls, outlined the law which the Association is endeavoring to foster, placing feed for stock as a preferred claim. The Association is enthusiastic over the idea and has much hope of having the law passed.

J. X. Wadsworth of Warren gave some interesting figures for the members to consider in regard to the necessity for installing receiving scales to take care of their inbound shipments. During the social period that concluded the session Mr. Wadsworth, assisted by Mrs. Wadsworth and Misses Ruth Wadsworth and Jessie Mills, served refreshments.

Cuyahoga County commissioners have completed the purchase of the property of the Gates Elevator Company, located at the south end of Brooklyn bridge on Pearl Road, Cleveland, for which the county pays \$107,500. The land is necessary for rebuilding the bridge, and is one of the most important parcels that will be acquired for this improvement. The purchase includes all the land occupied by the Gates Elevator Company and contains about three-quarters of an acre. All the buildings are to be removed and the land turned over to the county by July 1. The Gates Elevator Company will rebuild its plant on another location.

C. G. Watkins, president of the Cleveland Grain Company, has been elected to the board of directors of the Lake Shore Banking & Trust Company to the vacancy caused by the death during the year of John S. Oram.

Thieves recently broke into the Marion National Mill at Marion, Ohio, and stole four hundred pounds of flour. The theft was the fourth suffered in recent months. The company offered \$200 reward for knowledge leading to the arrest and conviction of the thieves.

The Stewart Grain Shocker Manufacturing Company has been incorporated to do business at Xenia with a capital in the sum of \$50,000. Arthur Gesler and others are incorporators.

The interests of the late Fred Bakhaus have been withdrawn from the Bakhaus & Kuenzel Company of New Bremen, Ohio, by his widow, and the name of that concern changed to the Kuenzel Mills Company. The Kuenzel interests will conduct the business as heretofore without change of policy.

Judge Scofield of Marion has confirmed the report of Receiver Roscoe Ohorn of the Ohio Milling and Elevator Company concerning the firm's affairs and the business performed since the mill was placed in his hands.

Farmers of Washington Township and the vicinity of Findlay are organizing an elevator company and will do their own milling and shipping.

The grain elevator of Philip Horn at Monroeville, Ohio, was recently entered by thieves and a sum of money and some valuable papers taken from the safe.

The Canton Feed & Milling Company of Canton, Ohio, has increased its capital stock from \$175,000 to \$225,000 so that extensive improvements can be made.

The Heyman Milling Company of Monroeville has been organized and incorporated in the sum of \$30,000 to do a general milling, feed and flour business. W. E. Fowler, L. C. Cameron, A. G. Carter, John H. Dote and George Wilson are the incorporators.

A. J. Blickstein, manager of the Muskingum Grain & Hay Company, of Zanesville, has adopted a progressive policy in buying and marketing. He is receiving the patronage of the community.

The Salona Supply Company of Salem and Winona, Ohio, which at the time of its organization less than a year ago took over the management of the Satterthwait Flour and Feed Mill in Salem and

the Winona Flour Mill, has now extended its sphere of activities and taken over the feed business of A. J. Stanley & Son at Garfield, Ohio.

In a wreck of a train on the Lake Shore and Michigan Southern Railroad at Danbury, Ohio, recently a car containing oats was demolished and the grain strewn over the track, blocking traffic temporarily.

Among the Cleveland shippers represented at the hearing on car spotting charges before the Interstate Commerce Commission recently was the Cleveland Grain Company.

Edward S. Mosier, a feed dealer at Marion, recently filed a petition in United States district court to be adjudged bankrupt. He shows liabilities of \$6,067 and assets of \$5,925.

[Special Correspondence]

### PHILADELPHIA

BY E. R. SIEWERS.

There is considerable talk along the commercial Rialto of tendering the new vice-president elect, C. Herbert Bell, a complimentary banquet, by his



C. HERBERT BELL

Vice-President Philadelphia Commercial Exchange.

friends, of which he has a host, and this may be followed by similar testimonials to other officials, or it is just possible to combine them into one important social affair. Vice-President Bell was born in Philadelphia on October 16, 1877, and received his preliminary education at the Haverford School. Later on he graduated with honors from Harvard, being in the class of 1900. He is the son of Samuel Bell, Jr., who is known throughout the East as extensively engaged in the flour and grain interests of the country, and is treasurer of the Quaker City Flour Milling Company, located at 30th and Market Streets, this city, of which his father is founder and president. The offices here are located in the new building of the Central Trust and Savings Company, Fourth and Market Streets, where the well-known firm of Samuel Bell & Sons is the representative of the great Washburn-Crosby Company. His uncle is James Bell, the flour prince of the West. The Bells have been identified with the Commercial Exchange since 1869. C. Herbert Bell has been a director of the Exchange as well as a prominent member of the finance and grain committees, and served as chairman of the flour committee. He is a member of the Union League, the Racquet and the Merion Cricket Clubs, and is not married. Having already been one of the most useful members of the Exchange, manifesting much ability in every position which he has occupied, he is expected to make a model official. He has a quiet, intelligent and pleasant manner which he adapts to all occasions and circumstances. Mr. Bell, through his personal popularity, as well as

a compliment to his distinguished father, was a unanimous choice, both at the nomination and election.

The new grain committee, through its chairman, George M. Warner, with the strongest endorsement of President Graff, who has taken the lead in the matter, backed up by a decisive vote of 70 to 13 among the active members of the grain floor at a special meeting held, is determined to do more business in export corn before the season ends, and has placed the moisture test on No. 3 corn at 17 per cent, instead of 16 per cent, as agreed upon at the time of settlement of the London and Liverpool grain embargo, which was thought at that time would be binding for years to come. The new change will be effective on all foreign contracts between March 1 and July 1, and includes No. 2 natural corn and artificially dried No. 2 corn. Now eminent lawyers have declared a change was legal notwithstanding former contracts, and the national Secretary of Agriculture interposed no objections whatever. So No. 2 corn has already taken unto itself a new moisture status in Philadelphia. In the meantime the United States Government standardization, which will go into effect on July 1, will put corn on a different basis.

Lent has been making things rather quiet here, but the 50-mile-per-hour blizzard and snow interfered mightily with the grain trade, and the private wires were the only ones that worked satisfactorily.

Bids are being received for the foundation work of the second million dollar municipal pier.

The annual report of the Commercial Exchange is being pushed to completion.

Vice-President Brown has returned from an extended southern tour, during which he made Florida his principal headquarters.

Feed has not been plentiful and values are ruling firm, oats have advanced and choice hay is bringing full rates.

J. K. Scattergood has been recuperating from his attack of typhoid fever in the warmer southern climes.

The Interstate Commerce Commission is keeping the trade here guessing as to what they will turn up next.

The corn exporters believe the new moisture limit will put them on a parity with Baltimore, New York and Boston for future business.

Director Woodward is throwing out his rheumatics, but it goes slow.

Captain John O. Foering says he is prepared to inspect all kinds of corn, moisture or no moisture.

The E. E. Delp firm has disposed of its cargo of Argentine corn to local trade, and may look for other grain innovations.

The Manahan steam roller resolution does not set well with the grain men here as it seems to have skinned the McCumber idea a good mile.

[Special Correspondence.]

### TOLEDO

BY E. F. BAKER.

With excellent prospects in growing grain and general conditions showing a better demand, the Toledo market evidences a more cheerful tone than it has in many weeks. The cash demand for grain at present is particularly gratifying and sentiments regarding the future are optimistic.

Wheat is gradually expressing an easier tone. There is some apprehension at present regarding the 600,000 bushels of the grain held in reserve or storage in the Toledo elevators. The milling interests are particularly concerned. A prominent local member of the trade gave the following version of the situation on Wednesday: "After the last harvests, farmers in Ohio did not sell their wheat freely, consequently the soft winter wheat at Toledo went to premium and at a considerable excess of premium over other markets. As it became generally known the milling interests preferred to assume a tenacious attitude, all agreeing that sooner or later the heavy stocks, held by the farmers throughout the state, must move. Directly after January 1 they began to unload in fairly respectable quantities, with the result that Toledo elevators are at present holding these 600,000 bushels of No. 2 red wheat. Naturally the heavy shipments reduced the premium materially on this variety of wheat. As it is generally believed that the bulk of the wheat is owned or controlled by outside in-



terests and there is sufficient to meet the demand of the local millers and of the territory to the East and South, the question of how this reserve will be marketed, confronts the owners. The milling interests count a market for the grain impossible at the present prevailing prices and the premiums that have been asked."

There is a liberal movement of corn evident. Stocks received show a material improvement due to the more beneficial weather conditions. Corn from Indiana and Ohio shows a marked improvement over the stock from Illinois. Receipts of corn during the week totaled 205,200 bushels, far in excess of the shipments, which only totaled 124,000. Wheat receipts were 102,000 bushels; shipments 196,000. Oats showed receipts of 27,200; shipments 17,000 bushels.

\* \* \*

There was general gratification expressed this week over the arrests of thieves who have been making grain cars their peculiar prey. Members of the Produce Exchange have for a long time been concerned over the shortages which have been noted by the various small dealers to whom cars had been consigned. Evidences of theft were there and yet the seals of the cars were unbroken. Car testers were at a loss to find defects in the cars. With the present city administration more interest was centered in the case and W. A. Boardman, well-known grainman, asked for the privilege of a special policeman's commission. With the aid of a detective, Mr. Boardman solved the theft and produced the thief. The young criminal, George Julian, was very skilled. Using an awl a small hole was bored in the car directly at the corners and the grain was drained into sacks and the hole stopped until the next trip. The man Julian made a confession that he has broken into New York Central and Hudson River freight cars and disposed of the grain at a supposed fence for that purpose on the East Side. Tracks of the grain thieves have been so successfully covered that a great deal of credit is due Mr. Boardman. The thief is awaiting trial at the central station and the case will be held in the federal court on Monday morning.

\* \* \*

Toledo experienced the novel situation of unloading grain cargoes in winter, when the Maumee was frozen up and ice thick in the river. This occurred the past weeks when the steamers *Holmes*, *G. L. Craig* and *E. A. S. Clark* unloaded a total of over 800,000 bushels at the C. H. and D. The grain, hard spring wheat, was here in bond. The cargoes arrived from Duluth at the close of navigation. The chartered vessels lay in the T. and O. slip until several days ago, when tugs were employed to break the ice and transfer the boats to the C. H. and D. docks. The wheat was consigned to Norfolk for export purposes. Considerable oats has also been re-consigned through Toledo from Sandusky, where the barge *Hartnell* unloaded 400,000 bushels and the steamer *Christopher* 374,000 bushels. The grain came from Canada in the fall.

\* \* \*

F. O. Paddock, president of the Produce Exchange, will leave shortly for Asheville, N. C. Mr. Paddock is a golf enthusiast and he and his party will spend several weeks in the southern climate.

\* \* \*

The single standard set by the Toledo market in a strictly No. 2 red wheat is very evident in the quotations for May delivery; Toledo prices at present are 101¼ as against Duluth 92½, or those of other markets.

\* \* \*

Mark A. Mennel, treasurer of the Harter Milling Company, has been elected president of the Millers' National Federation. This was the result of an entirely mail ballot. It took one month to make a canvass of the members.

\* \* \*

Joseph Doering of Antwerp, Ohio, prominent grain man of that place, was in the city the past week. Being questioned regarding the Canadian oats proposition Mr. Doering said: "Do not sow Canadian oats in Ohio. It will not grow. I have tried it thoroughly."

\* \* \*

The bowlers on 'Change are still striving for individual honors in high scores. The teams, the "Dubs" and the "Professionals," are of course still endeavoring to decide the championship. Some contend it is nearly a "draw."

\* \* \*

Dan W. Camp of the Toledo Grain and Milling Company celebrated his birthday with a family jollification and dinner on Saturday. Mr. Camp is 78 years "young."

\* \* \*

Edwin Camp and Mrs. Camp have returned from their first trip to New York City. The trip was for business and pleasure—mostly the latter.

\* \* \*

A contingent of the golf players on 'Change will spend a short vacation on the links at French Lick Springs next month. They will comprise part of a party of Toledo "golfers" headed by Mr. David An-

derson, president of the National Milling Company. Others in the party will be Fred Mayer of J. F. Zahm & Co., Fred Hay, official printer, and Wm. H. Hascall of the W. H. Hascall Company.

\* \* \*

The Produce Exchange Building is beginning to show evidences of remodeling, and the work is being begun on the topmost floor, the idea being to work downwards. During the present week the offices of the Northwestern Grain & Milling Company and the offices of the Central Grain Company, both formerly on the fourth floor, were transferred to the fifth floor. The new rooms are beautifully decorated and entire new woodwork and furnishings are used.

[Special Correspondence.]

## BUFFALO

BY ELMER M. HILL.

The port of Buffalo, N. Y., now faces a serious shortage of grain elevator capacity because of the destruction by fire on the night of March 9th last of the Connecting Terminal elevator with a capacity for 1,000,000 bushels of grain. Located as it was, on the middle island opposite the foot of Main Street on the City Ship Canal, the Connecting Terminal Elevator occupied a splendid site.

Eight months ago the Erie Elevator, with a capacity of 700,000 bushels of grain, owned by the Erie Railroad Company, was destroyed by fire and this seriously affected the local elevator situation, with the result that last fall when the rush of grain down the lakes was heaviest a congestion of no little magnitude was experienced.

The cause of the fire which totally destroyed the Connecting Terminal Grain Elevator less than two weeks ago is not known. The night watchman and the chief night engineer first saw flames shooting from the windows in the cupola of the great wooden structure shortly after 7 o'clock in the evening. An alarm of fire was sounded from a private fire box in the elevator office, but by the time the firemen arrived the entire building was in flames and all hopes of saving the elevator was given up, so the firemen directed their attention to the freight sheds of the New York Central Railway and also to the Richmond Elevator nearby. The entire city was illuminated and for miles in all directions the flames could be seen leaping high into the air. Flaming brands of timber carried by a brisk northwest wind fell in many sections of the water front and were the cause of many small fires.

Four alarms were sounded and every available piece of apparatus in the city was pressed into service to fight the flames. There are no fire hydrants on the island upon which the elevator stood, so the firemen worked under a great handicap until the ice was broken in the canal and water pumped from the stream.

Two powerful fire-tugs worked throughout the night throwing tons of water onto the blazing structure. Several times the tugs were forced to move from their position when great sections of the wall and roof of the elevator fell into the canal, carrying with them tens of thousands of bushels of red hot grain. The heat was so intense that it was only with great difficulty and considerable hardship that the firemen were able to direct their many lines of hose and keep the water on the blazing elevator.

The Connecting Terminal Elevator was built of wood in 1882 and was owned by the Connecting Terminal Railway Company, with headquarters in Philadelphia. Charles F. Strassmer is the general manager of the elevator. He estimates the loss at \$400,000, all of which is covered by insurance in several companies. When the fire was discovered there were upward of 137,000 bushels of grain in the structure, all of which has been destroyed and is a total loss.

The structure has been kept busy off and on throughout the greater part of the winter handling the cargoes of the fleet of grain carriers which have been lying at anchor behind the north wing of the Buffalo breakwater. Some of the grain, which was destroyed in the blaze, had only recently been elevated. Some, however, had been in the elevator bins all winter.

After the fire had been almost extinguished the cupola of the old Richmond Elevator less than 300 feet away was discovered ablaze, and it was not until after several thousand dollars' damage had been done that the fire was declared out. The Richmond Elevator is owned by the old Richmond estate of Buffalo and has not been in use for many years. It has been dismantled and there has been some discussion anent razing the structure to make room for another turning basin in the inner harbor.

\* \* \*

The need for a new grain elevator at the port of Buffalo is now almost imperative. Canadian grain shippers at Port Arthur and Fort William on upper Lake Superior have for the last few years complained of the slow facilities for handling their grain at Buffalo during the rush season of the year and many times they have threatened to send more and more of their products from the Canadian

Northwest via the Welland Canal, Port Colborne to Kingston, Montreal and other St. Lawrence River points. This will become possible and with a greater degree of satisfaction as soon as the Dominion government completes the enlarged Welland Canal.

\* \* \*

At a recent visit in Buffalo of the Montreal Harbor Commission, the honorable chairman of that body made a statement to the writer in which he intimated that Buffalo of the future will not be a grain port and that Montreal will get the bulk of the Canadian grain. Buffalo should act promptly. The Chamber of Commerce should invite the construction of another grain elevator at once and the construction of as many more as the port needs to adequately handle the increasing grain grown in the west and which must be shipped via the Great Lakes route to Buffalo for transshipment to the Eastern seaboard points for export purposes.

[Special Correspondence.]

## MILWAUKEE

BY C. C. SKINROOD.

The Milwaukee Chamber of Commerce, apparently, is going to have rather a lively contest in the election of officers for the coming year. James G. Mander, vice-president of the Chamber and Milwaukee manager of the Armour Grain Company, is an avowed candidate. D. G. Owen, another popular grain trader in the Milwaukee Chamber, has been mentioned as a candidate, but he says that he will not run. John Buerger is expected to be an active candidate against Mr. Mander on a platform for lower membership dues. Mr. Buerger and his friends take the stand that a large surplus fund having been built up under the scale of dues at \$35 a year, there is no valid objection to reducing them to \$25 a year. The campaign to cut down membership annual fees has been agitated with more or less warmth prior to many elections, but the dues have remained unchanged. Primaries will be held within a few days and the election takes place April 6.

\* \* \*

A new publication has appeared in the Milwaukee Chamber of Commerce called the *Daily Trade Review*, published by H. N. Wilson and J. H. Radtke. A. W. Friesse still publishes the *Daily Commercial Letter*, so that two daily publications of the same size and the same appearance (a two-page sheet) are contending for the favor of grain traders in Milwaukee and throughout the state.

\* \* \*

Secretary Plumb of the Milwaukee Chamber is busy preparing a number of stereopticon slides to be shown by him on the pure seed special train which travels over the state of Wisconsin from March 10 to March 21. This train will visit eleven counties in the two weeks' trip in the following order: Port Washington, Manitowoc, Green Bay, Oconto, Appleton, New London, Wausau, Neillsville, Black River Falls, Elroy and Baraboo. Secretary Plumb will show pictures of the handling of grain from railroad yards and elevators and car ferries to the inspection system of the Chamber, its busy floor scenes and metropolitan views of Milwaukee in general. Mr. Plumb will explain the general system of marketing of grain, how the grain men make only a very small fraction of one cent per bushel on the transaction, a small charge indeed for the services performed by the grain trader. Mr. Plumb will also attempt to combat the idea more or less prevalent among farmers that the grain exchanges are mere gambling dens that ought to be abolished for the general good of the community. He will try to build up sentiment on a basis of sound information that the farmer could not get along if the grain exchanges did not provide a quick and safe and economical method of marketing grain.

\* \* \*

Governor F. E. McGovern is making campaign speeches over the state, pointing out that the grain production of the country is standing still, or going backward, while the population is advancing by leaps and bounds. He says the solution is that farmers must raise more food products and grain since there is a real deficiency in the supply. He also said that the farmer is under a great handicap because he must buy and sell his goods at prices made wholly by other people. He advocated business marketing by farmers through co-operative associations which, he asserts, will help to reduce the cost of living.

\* \* \*

R. W. Pearce, who is the oldest member of the Milwaukee Chamber of Commerce, recently celebrated his ninety-third birthday.

\* \* \*

President P. P. Donahue of the Milwaukee Chamber, who, with Secretary Plumb, was a delegate to the Chamber of Commerce of the United States, meeting at Washington, says that according to sentiment at the national capital more regulation is coming in the grain trade. Mr. Donahue says federal supervision of the inspection of all grains should be the ultimate outcome of the national con-



trol of the grain business. He believes that there are some advantages in having such Federal grain rule, since a car of wheat, for instance, would grade exactly the same in Milwaukee and Baltimore and every other city, which would tend to make the grain business more stable, since there could be no variety of opinion on grading and besides the government would be responsible and would have to take the consequences. Mr. Donahue praised the new National Chamber as providing the new legitimate business men's lobby in the best sense of the term. This Chamber, he said, will provide Congress with a real test of nation-wide business sentiment on any subject, which will help Congress and will help business men too.

Millions of acres of good farm land are expected to be developed in upper Wisconsin and tens of thousands of acres added to Wisconsin's grain area by a new company of Badger bankers who will deal only in farm mortgages. Millions of dollars of Wisconsin farm mortgages have gone begging every year because there has been no well developed land mortgage market. The bankers will now provide the market, each mortgage being up to 50 per cent of the value of the farm. The mortgages will be deposited with a trust company and debenture bonds issued dollar for dollar in exchange and sold to the public. Each dollar in bonds will, therefore, have two dollars of land value behind it and \$100,000 in cash capital of the concern. This is expected within a few years to be a boon to grain raisers in upper Wisconsin, and it should mean greatly increased yields.

The directors of the Milwaukee Chamber passed a resolution which went to Congress asking that no more legislation restricting grain exchanges be enacted until a commission has been appointed to investigate the subject.

Several grain men are expected to be members of the party of the Merchants and Manufacturers' Association on a trade trip to the Pacific coast from May 31 to June 15. This tour of about 4,500 miles will take in Minneapolis, Seattle, Tacoma, Portland, Salt Lake City, Cheyenne, Omaha, Des Moines and many other cities. The entire party eats and sleeps on the train and is provided with luxurious observation, buffet, library, and dining cars.

Governor McGovern reappointed as member of the Wisconsin Grain and Warehouse Commission R. J. Nye of Superior, Wis.

The members of the Milwaukee Chamber of Commerce have been asked to write to Wisconsin senators in Washington and ask them to oppose the McCumber Bill in Congress. Members of the Milwaukee Chamber maintain that the passage of this bill would be virtually a violation of the agreement of grain men of the country with the government when the new corn grades were established—looking to Federal control of grain inspection for all grains.

Several Milwaukee bakers who have been active in fighting the use of bleached flour protested bitterly at the recent ruling of the Supreme Court of the United States that bleaching, to be condemned, must be such that ingredients are added endangering the health of consumers. Local bakers say this ruling knocks out the pure food law and makes it a farce.

A new grain firm has been incorporated called the Joseph Grain Company, composed of Burton Joseph, president; J. Joseph, vice-president; and I. C. Lyman, secretary. Their offices are at 405 Chamber of Commerce building. They will specialize in the shipping of grain.

George W. Shepard says the new exchange regulation bills are apparently based on the idea that it is profitable to kill the dog to be sure and smash the flea.

The Milwaukee road has sent a letter to A. M. Campbell, traffic secretary of the Merchants and Manufacturers' Association, saying that freight and grain cars are scarce and that shippers should co-operate in loading and unloading them with the utmost speed so that cars can be made to move faster. This apparently indicates a car scarcity in Milwaukee, compared to more or less of a surplus in other sections of the country.

D. G. Owen, grain trader, and George A. Schroeder, traffic expert of the Milwaukee Chamber, were delegates to the lake shipping conference at Buffalo at the close of February. Mr. Owen said the keynote of the conference was co-operation of all lake interests to revive shipping on this highway by means of better harbors, lower rates and greater facilities for lake shipping. Mr. Schroeder said that railroad ownership of the lake lines had put a blight on lake traffic and that if it could be proven that divorce of lake and rail ownership of trans-

portation would improve conditions, then it should be brought about with the greatest haste possible. Both of the Milwaukee delegates to the Buffalo conference agree that great good will come out of the plan to combine all the lake shipping interests so that they present a united front on all projects for the promotion of lake shipping.

The new office building of Walter Stern, Atlas Mills, has a wonderful contrivance by which Mr. Stern can sit at his desk and dictate to his stenographer several rooms away, or by which he can talk to one or several heads of departments at once. The reply comes back so distinctly that it can be heard in all parts of the room. This new office contrivance has been the subject of a great deal of comment in Milwaukee.

An important hearing on freight rates was held in Milwaukee, March 5, before Commerce Commission Examiner Perry. A. K. Taylor, Wallace M. Bell, Secretary Plumb and Traffic Expert George A. Schroeder testified. Mr. Bell testified that when grain is being sold to the East, there is a great fight to have the grain laid down there as cheaply as possible and in this respect, he continued, Minneapolis has a decided advantage over Milwaukee. Mr. Plumb outlined the importance of Milwaukee's grain tonnage, 34 per cent of the inbound traffic being grain. He emphasized the necessity of giving this enormous traffic free play, and the need of removing all handicaps.

The March rate of advances on grain deals has been fixed at 5 per cent by the Chamber Finance Committee. This is an unusually low rate.

H. E. Krueger, Beaver Dam, Wis., proved to be the world's champion barley grower at the Dallas, Texas, corn show. Prof. R. A. Moore, Madison, Wis., said that Wisconsin towered over the world at this land show, winning even the world's sweepstakes for winter wheat. The great list of prizes won by the Badger state is the cause of much congratulation among grain dealers and farmers of the state.

[Special Correspondence.]

## KANSAS CITY

BY MURRAY E. CRAIN.

Business has been quiet among Kansas City grain men recently. March has never built up much of a reputation as a brisk month on the Board of Trade, and the early part of the month, as well as the latter half of February, did not belie its old name. A few of the grain men who got in on the light corn crop of 1913 are active, but as a rule things are moving along slowly. The Kansas City mills are buying fairly well, their output being normal. Grain men, however, are finding movement of grain a bit slow and are paying a great deal of attention to crop prospects, which look unusually good. Alarm felt over a blizzard which swept over the Southwest late in February was found to be ungrounded, Secretary F. D. Coburn of the Kansas Agricultural Board stating that no harm to wheat had been done.

The newest member of the Kansas City Board of Trade is Edward L. Foulke, who was elected to membership on March 7. Mr. Foulke, who is with the Fowler Commission Company, takes over the membership of W. M. Shopstatt, who recently withdrew from the Board. Mr. Foulke is comparatively new to the grain trade, but is expected to gather its fine points rapidly. For the past seven years he has been assistant manager of the Milwaukee Corrugating Company. Officers of the Fowler Commission Company became interested in him and his work, with the result that Mr. Foulke has just come to Kansas City as assistant manager of the company, and one of its representatives on 'Change.

Grain men watched a meeting of miners and operators recently held in Kansas City with much interest, for the reason that the gathering was held for the purpose of discussing the interpretation of the Kansas Workmen's Compensation law, which went into effect late in 1913. Any decision of the mining fraternity regarding interpretation of the law, it was agreed, would set precedents for other lines of business as well. It was decided to hold a later meeting to resume the discussion. However, it was announced that an arbitration committee probably would be appointed to act on injury cases. Among the chief points taken up by the mining people were: Shall compensation be paid for the first two weeks of injury to a workman, and what constitutes permanent partial incapacity.

Frank Ambrose Talpey, one of the best known men in the grain trade in Kansas City, died at his home at 511 East Seventy-seventh street recently, of heart disease. Death was sudden and came as a shock to the trade. Mr. Talpey worked at his office the day previous to his death and was apparently in his usual good health. The grain man was born at Logan, Ohio, June 25, 1857, and came to

Kansas City when about twenty years old. Mr. Talpey was one of the oldest members of the Kansas City Board of Trade. He joined that organization in 1888 and held membership until his death. He was a buyer for several milling companies, and was a member of the appeals and other committees for several years. A widow, one son and one daughter survive.

The second annual convention of the Farmers' Grain Dealers' Association was held at Abilene, Kan., on March 10 and 11, with several notables on hand. Among the speakers was George B. Ross, Kansas state grain inspector; J. H. Miller, dean of the extension division of Kansas Agricultural College; Maurice McAuliffe, president of the Farmers' Educational and Co-operative Union of Kansas, and others. J. A. Lyons of Langdon was president of the association up to the recent meeting. About 200 members attended. One of the chief points of discussion was regarding compulsory state grain inspection, with Mr. Ross on the affirmative, and E. J. Smiley, secretary of the association, on the negative side. Mr. Smiley is credited with being chiefly instrumental in defeating the 1913 bill providing for state inspection of grain.

The Western Kansas Farmers' Co-operative Elevator Managers' Association at its annual convention at Stafford, Kan., decided to place complaints with the Interstate Commerce Commission regarding freight rates from Kansas points to the Southwest. Ninety per cent of the Kansas elevator men are said to be interested in the case. It is alleged that the rate from Minneapolis to Galveston, a distance of 1,507 miles, is but 24½ cents. That from Wichita, Kan., to Galveston, 692 miles, is 25 cents. The Kansas men say this analogy holds good in other comparisons and they will ask for a readjustment of rates.

Mrs. Florence M. Clark, of Kansas City, was given a judgment of \$56,000 as the result of a suit against A. J. Poor, a well-known member of the Board of Trade, recently. The suit was based on Mrs. Clark's contention that Mr. Poor replevined a grain elevator in Kansas City, Kan., in 1909, belonging to the Linseed Flax & Oil Mill Company, controlled by Mrs. Clark. The replevin was made on a loan of \$40,000 made by the grain man to the milling company, it was said. Mrs. Clark alleged there was 8,000 bushels of flax in the mill at the time of the replevin and that Mr. Poor took this with the elevator. According to the plaintiff, Mr. Poor was associated with John D. Rockefeller in the operation of a trust, a role of which Kansas City grain men were wholly innocent of knowledge. The case probably will be appealed.

Lawrence, Kan., will shortly begin Kansas state grain inspection, according to a recent announcement by Inspector George B. Ross. Mr. Ross is extending strong efforts to have various cities adopt state inspection, which has not been highly popular in the past. Receipts at Lawrence, Kan., for the month of January, for instance, were \$1.60. Receipts at Kansas City, Kan., a disputed point, also were light for January, being only \$33.03. Total revenue of the Kansas state inspection department for January was \$2,847, while expenses were about \$1,800, leaving a net profit of slightly over \$1,000.

After spending several days in Kansas City on the rate case of the Board of Trade versus the Frisco and other railroads to Memphis, Tenn., Commissioner B. H. Meyer of the Interstate Commerce Commission took an adjournment of the case and left for Washington. The hearing will be resumed on March 16. Assistant general traffic agents of several railroads testified that Kansas City's claims were unjust. H. G. Wilson, head of the transportation board of the Board of Trade, guided the case for Kansas City with his usual efficiency. Mr. Wilson also testified, asserting that Omaha has a big advantage over Kansas City in shipments to Memphis. It was shown that Omaha shippers were favored on shipments to Memphis, the rate from Omaha being but a cent higher than that from Kansas City, though the rate from Omaha to Kansas City was 5½ cents. The case probably will be heard at Washington during April.

Frank G. Crowell of the Hall-Baker Grain Company is taking an active interest in plans for the opening of Kansas City's new passenger depot, which will take place some time in May, according to present plans. Besides being a director of the Board of Trade, Mr. Crowell is first vice-president of the Commercial Club, which has gone on record as favoring the establishment of a park at the depot. The station cost about \$6,000,000, and Mr. Crowell feels that those interested might as well spend a little more money and fix the scenery up in good style.

The Board of Trade won at least one victory during the past month, when the Missouri Public Service Commission upheld complaints filed last August.



The Santa Fe, Rock Island, Frisco and the Missouri, Kansas and Texas were exempted from the ruling, however. The grain men charged that roads were diverting shipments of grain in order to secure interstate rates. The Commission held that grain men have the right to direct the shipment of their grain, thus preventing the roads from getting interstate prices for a shipment which really is confined to one state.

[Special Correspondence.]

## INDIANAPOLIS

By F. J. MILLER.

Reports from all over Indiana indicate that the winter wheat crop has come through the worst of the cold weather undamaged and will enter the spring in excellent condition. From many sections come estimates of a 72 per cent crop, while several have confidently predicted 100 per cent. The good condition of the grain, following the severe weather late in February, is due to the fact that there was no acute freezing period and that when the snow went off, it melted away gradually, giving a fairly even change of temperature.

The receipts of grain on the local market have held up well during the last month, being even better than was expected, weather conditions and traffic troubles being taken into account.

The Indianapolis Board of Trade, through its Governing Committee, has taken a decided stand in opposition to the McCumber Bill, introduced in the United States senate to provide for the Federal inspection of all grain shipped in interstate commerce. In formal resolutions forwarded to the two senators and thirteen representatives from Indiana, the Governing Committee has asked that the bill be opposed. The Indiana men are in favor of the government establishing Federal standardization of the grades of grain and "the Federal supervision of inspection by the Department of Agriculture, to the end that the department may promulgate specifications of grades, making inspections uniform throughout the country and having a corps of supervisors to visit the different markets, and otherwise see that the inspections under the standards and rules promulgated by the Department of Agriculture are carried out in an efficient and capable manner." They are not in favor of Federal inspection, however, and are doing their utmost to oppose the adoption of any such plan. A useless double inspection, a cumbersome plan of working and a delay in traffic are all they can see if the McCumber bill is adopted.

G. L. Guyatt, a partner in the Plymouth Grain Company, has taken over M. D. Steininger's interest and hereafter will conduct the business alone. Mr. Steininger will go into business in some other town.

The Hill Grain and Coal Company of Indianapolis has been incorporated with a capital stock of \$600,000. The directors are R. H. Hill, V. S. Hill and E. J. Hill.

Elmer Wilson, age 44, a grain dealer of Hanneton, Ind., and Mrs. Lillian E. Lambert, age 42, of Saratoga, Ind., were married recently.

More trouble has overtaken L. L. Johnson and his son, Homer E. Johnson, both of Goshen, Ind., and who a few weeks ago pleaded guilty in Federal court here to the charge of using the mails to defraud. When Postmaster General Burleson issued an order on March 6 barring several firms from the use of the United States mails, he included the two managed by the Goshen men. Johnson and Son (Joshua Johnson and L. L. Johnson) and The Interstate Hay Company (Homer E. Johnson) were named in the government fraud order. Both these concerns arranged the sale of hay and grain in ear-load lots, which were delivered directly from the seller to the buyer.

The assistant attorney general, Mr. Lamar, reported that both companies had defrauded a number of persons. Of the Interstate Company he said: "The conditions of the shipment are such that the car cannot be unloaded or examined by the consignee until the draft is paid and the bill of lading secured from the bank. The evidence shows that the use of this system has enabled Johnson to defraud both consignor and consignee by raising rates on invoices, failure to pay freight, failure to pay for hay or straw when consignor can be induced to part with bill of lading, and by numerous other practices. Johnson and Son," Mr. Lamar says, "systematically deducted from the invoice sent to the purchaser a sum less than the actual freight and induced the payment of the invoice by a promise to reimburse the purchaser for the amount charged in excess of that allowed, and then have failed and refused to do so."

The Department of Agriculture of the Sheridan High School is making a study of farm crops and at present is devoting its special attention to the

germination of seeds, a question in which Indiana wheat growers are vitally interested. In order that the class may be a genuine help to those who support it, it is testing free of charge all seeds which the farmers of that part of the state wish to have tested for spring planting. A prominent grain dealer of that region recently announced that fully three-fourths of the oats raised there last season would not grow and the agricultural students are helping the farmer pick the best seeds.

The Cleveland Grain Company of Illinois has sold out to the Cleveland Grain Company of Ohio, which has announced that \$25,000 of its capital stock is to be represented in Indiana.

Jacob Brackenridge Couchner, age forty-four, a grain dealer at Galveston, Ind., is dead. He was a son of Mr. and Mrs. William Couchner.

Farmers in all parts of Pike County are reported to have been in a decided hurry during the last month to sell their surplus corn before the Argentine crop matures. They were selling for from 60 to 62 cents a bushel.

Sidney O. Grimm, a Warrick County farmer, has filed suit in the Vanderburgh circuit court for \$25,000 damages against the Phoenix Flour Mill Company. Grimm was a wheat buyer for the company and was recently arrested on a charge of embezzlement preferred by the company. He was acquitted.

James M. Monn, who came to Indianapolis in 1879 and for twenty-two years conducted a flour and feed store in North West Street, died recently. He was buried in Crown Hill cemetery. Mr. Monn was born in Franklin county, Pennsylvania, February 27, 1847. He is survived by a widow, six children and a sister.

The Indianapolis Board of Trade gave a smoker early this month, devoted to the subject of good roads. Governor Ralston and other state officials, including the members of the public service commission, and Mayor Bell of Indianapolis attended and most of them made short addresses. Men prominent in the good roads movement told what it was hoped would be accomplished in Indiana this year. The smoker was to arouse interest in a movement to obtain for Indiana its proper share of the good roads appropriation recently made by congress, and also its share in any subsequent appropriations. The Board of Trade is in favor of putting Indiana to the front in the good roads movement, in which it does not play a conspicuous part at present. The committee on speakers and invitations was made up of Dr. James H. Taylor, John E. McGettigan and H. T. Hearset. The committee on music and refreshments was Bert A. Boyd, H. E. Kinney and B. A. Richardson.

Thirty or forty persons living in the building at 153 North Delaware Street, Indianapolis, were routed from their beds one morning recently when fire was discovered in the basement of the grain establishment of Frank E. Jones. The fire was attributed to an overheated furnace and was extinguished with a loss of about \$300. The fire was not discovered until it had gained considerable headway and filled the building with smoke, through which a couple of policemen ran to arouse the sleeping inmates of the different apartments.

The semi-annual meeting of the board of directors of the National Hay Association was held February 19 in Winchester. Those who attended included: D. W. McMillan, of Van Wert, Ohio, president; P. E. Goodrich, Winchester, Ind.; J. D. Cole, Kansas City, Mo.; R. B. Clark, Chippewa Falls, Wis.; H. W. Robinson, Cleveland; E. Wilkinson, Birmingham, Ala.; W. A. Cutler, Adrian, Mich.; H. A. Bascom, Boston; B. A. Dean, Auburn, N. Y.; A. D. Campbell, Peoria, Ill. The board was entertained at dinner at the Randolph hotel by J. Vining Taylor, of Winchester, secretary-treasurer of the organization, who also had as his guests E. M. Wasmuth, Roanoke, Ind.; M. C. Niezer, Ft. Wayne, Ind.; J. W. Sale, Bluffton, Ind., and others.

Prof. Frank B. Pipai, of the Department of Entomology of Purdue University, has just completed a tour of the state, during which he lectured on the treatment of smut of oats and scab of potatoes. He was assisted by several county agents and talked to several hundred grain growers.

The elevator of the Montpelier Grain and Milling Company, at Montpelier, Ind., owned by F. E. Haller, was completely destroyed by fire starting in a defective flue. Four hundred dollars in checks and currency and 1,000 bushels of wheat were burned. The loss was \$15,000, with \$8,000 insurance, all of which was allowed by the adjuster who examined the ruins. Mr. Haller has stated that he will not rebuild the mill and as this decision will affect the people of Montpelier and vicinity considerably, it is possible that some move will be made soon to get

a new plant there. Mr. Haller will give his time to the Keystone Grain Company and will buy hay in Montpelier. He is also interested in grain elevators at Eaton and Shideler.

Dolph Bennett, forty years old, owner of a feed mill at Adams, Ind., was killed when he attempted to start a new gasoline engine in the mill. Bennett was caught in the big wheel and thrown against the wall, being injured so severely that he died in a few minutes. He had just opened the mill and the machinery and all equipment were new. He is survived by a widow and one child.

When the top of the Wabash tank at Johnsonville, Ind., was burned off recently, the report was printed in many papers in that part of the state that the grain elevator there had been destroyed. This was an error, the elevator suffering no damage.

Harvey Mullins, vice-president of the Acme-Evans Company, took part recently in the prosecution of a street car motorman who attacked a blind boy in a crowded car and threatened the passengers with a revolver. Mr. Mullins signed the warrant on which the man was arrested.

The jury in the damage suit of Amanda Bailey vs. the Goshen Milling Company, after an all-night session returned a verdict of \$5,000 damages. The action was based on the death of Chester Bailey, husband of the plaintiff, who was electrocuted by a wire on the roof of the engine house of the company's mill at Goshen.

[Special Correspondence.]

## CINCINNATI

BY JOHN S. DOBBS.

The new Board of Directors of the Hay and Grain Association met for organization during the latter part of February. W. R. McQuillen was elected president, H. E. Richter vice-president; Paul Van Leunen, secretary-treasurer. This new board has started well by holding frequent meetings and they are very enthusiastic and believe they can bring about a great many new regulations.

H. Lee Early of the Early and Daniel Company spent about two weeks at Martinsville, Ind., but is again back at his desk, having fully recovered from an annoying attack of rheumatism.

Henry W. Brown & Co. have joined the crowd and are now located in the Chamber of Commerce building.

Receipts of grain have been only moderate, but have been fully equal to the demand. The supply of hay has been rather large but a good demand has been in evidence and prices have remained unchanged for more than a month.

## BIG BUSINESS AND THE SHERMAN LAW

The National Chamber of Commerce at its second annual meeting in Washington, D. C., on February 11-13, devoted most of its time to the discussion of the proposed anti-trust legislation, which has been incorporated in bills before congress, amending or adding to the Sherman Law. This discussion, as presented in *The Nation's Business*, the official journal of the Chamber of Commerce of the U. S. A., for February, gives the point of view toward this subject of "Big Business." This term is not used in the sense in which the magazine muckrakers apply it, but rather to indicate the large and conservative financial and industrial interests of the country, the men who might be most closely concerned in the proposed legislation. Secretary William C. Redfield and seven other prominent men spoke on various phases of this question, the whole making very interesting reading.

As a result of this meeting President Harry A. Wheeler, of the Chamber of Commerce, was instructed to appoint a committee of not less than seven to consider all anti-trust legislation, and to immediately take a referendum through all the commercial organizations of the United States. Four members of this committee have already been selected: R. G. Rhett, Charleston, S. C.; Charles R. Van Hise, Madison, Wis.; Guy E. Tripp, of the Westinghouse Electric Company; and W. L. Saunders, of the Ingersoll-Rand Company.

The complete plans which have been made for taking this referendum vote on the proposed laws before Congress will give the nation-wide sentiment of business toward all the acts, and without doubt will have a potent influence at Washington on what ultimately becomes of those laws. The scheme will certainly be a deterrent of radicalism; in less patriotic hands it might be suspected of worse.

Russia leads the world in the production of flax fiber, and Argentina in the production of flaxseed.





## ILLINOIS

O. L. Gray has sold his elevator at Watseka, Ill., to J. W. Gregory.

Leslie Reel has installed a moisture tester in his elevator at Congerville, Ill.

The Donovan Grain Company, of Donovan, Ill., is planning to build an elevator.

Farmers in the neighborhood of Matteson, Ill., are planning to build an elevator.

The Farmers' Grain Company of Hartsburg, Ill., will rebuild the house recently destroyed by fire.

The Farmers' Elevator Company, of Woodland, Ill., has installed a 20-horsepower Fairbanks-Morse Oil Engine.

Boughton Brothers, of Wellington, Ill., expect to wreck their elevator and build a dump corn crib this spring.

John E. Bonges has purchased the elevator of the Illinois Granaries Company at Moronts (R. F. D. from Hennepin), Ill.

A new 16-horsepower gasoline engine has been installed in the elevator of the E. B. Conover Grain Company at Kilbourne, Ill.

The Ritchey Co-operative Grain, Lumber and Tile Company of Ritchey, Ill., has increased its capital stock from \$2,500 to \$5,000.

The Saunemin Farmers' Elevator Company, Saunemin, Ill., held its annual meeting last month and declared a dividend of six per cent.

The Farmers' Elevator Company of Utica, Ill., held its annual meeting last month and reported a gain of 25 per cent on its capital invested.

The Carlock Farmers' Elevator Company, of Carlock, Ill., will build a coal house and lumber shed, and will also probably install a full line of feed.

The equipment in the house of the Diveron Grain Company at Diveron, Ill., has been sold at public sale and H. C. Twist has purchased the elevator.

The Hinckley Grain Company, Hinckley, Ill., held its annual meeting last month and elected Wm. Hartman, C. M. Reinsnyder and A. J. Hemenway directors.

A farmers' elevator company is being organized at Elwood, Ill., and will either buy or build a house. John Coldwater, Frank Deutschman and others are interested.

The El Paso Elevator Company, El Paso, Ill., has leased the old elevator at Panola, Ill., for use until its new house, now under course of construction, is complete.

The Neponset Farmers' Elevator Company, of Neponset, Ill., recently installed a new office safe, a moisture tester and a Fairbanks Registering Beam Wagon Scale.

H. M. Taggart, receiver for the La Rose Bank and Grain Company, La Rose, Ill., has obtained an order from the court to sell the three elevators owned by the company.

The Republic Milling Company, of St. Louis, Mo., contemplates the erection of a large grain elevator and hay warehouse in connection with its feed plant at East St. Louis, Ill.

The stockholders of the Farmers' Elevator Company, Franklin Grove, Ill., have elected the following officers: Q. A. Breunier, president; F. D. Lehman, vice-president, and I. J. Trostle, secretary-treasurer.

The Farmers' Elevator Company, of Grant Park, Ill., recently organized, will build a 20,000-bushel elevator at that place and one at Whittaker (R. F. D. from Grant Park). The company has a capital stock of \$15,000.

The Farmers' Elevator Company of Thomasboro, Ill., declared a dividend of 50 per cent last month and elected the following directors: President, George Babb; vice-president, Howard Waters; Henry Susdorf and Louis Irle.

The Frankfort-Spencer Grain Company of Frankfort, Ill., has been incorporated with a capital stock of \$15,000, to deal in grain, building material, coal, etc. The incorporators are Emil O. Weber, Henry Lubring and John L. Schoeder.

Last month the Woodhull Grain Elevator Company, Woodhull, Ill., declared a dividend of 20 per cent at its annual meeting, making a total dividend of 90 per cent paid during the three years of the company's existence. An enjoyable feature of

the meeting was a banquet at which 120 stockholders, in addition to a number of guests, were served. The banquet was followed by a number of addresses on subjects pertinent to the grain trade.

The Wallace Grain and Supply Company of Ottawa, Ill., held its annual meeting on February 16 and re-elected the following officers: President, Matt. Gahan; vice-president, T. W. Esmond; treasurer, L. W. Hess; secretary, R. A. Green; manager, H. A. Bonges.

The stockholders of the Farmers' Grain and Livestock Company, Litchfield, Ill., held their annual meeting last month, and declared a dividend of 5 per cent. Three new directors were elected as follows: Wm. Kleecamp, August Peters and Alec Harwood.

Theo. Hendrix of Clinton, Ill., and Edward Hendrix of Maroa, Ill., have purchased the J. L. Francis Elevator at Maroa. Hendrix Brothers also own the elevator at Lane, Ill., which is operated by Theo. Hendrix, while his brother will have charge of the house at Maroa.

The El Paso Elevator Company, El Paso, Ill., has awarded a contract for rebuilding its elevator, recently burned, to the Decatur Construction Company, Decatur, Ill. The house will have the same capacity of the former elevator and occupy the former cement foundation.

The Wataga Farmers' Elevator Company, Wataga, Ill., declared a dividend of \$2 per share at its recent annual meeting and voted to erect a corn crib to hold 2,000 bushels of ear corn. R. C. O'Brien and C. V. Anderson, whose terms as directors had expired, were re-elected and it was determined that no grain should be stored this year.

The Henkel Grain Company, Henkel (R. F. D. from Mendota), Ill., has installed a new 10-horsepower Fairbanks Engine. The company held its annual meeting last month and elected the following officers: John Althaus, president; J. A. Walker, vice-president; J. J. Jones, treasurer, and Carl Egarter, secretary. Also, a dividend of 6 per cent was declared.

## MINNESOTA AND WISCONSIN

The elevator of the Donnelly Grain Company at Donnelly, Minn., has been closed.

Steps have been taken to organize a farmers' elevator company at Foxhome, Minn.

It is stated that a concrete warehouse and elevator will be erected at Dakota, Minn., this spring.

The Farmers' Grain and Trading Company of Grove City, Minn., expects to add a lumber department.

The Farmers' Independent Elevator Company of Ivanhoe, Minn., will add a number of improvements this spring, including an automatic scale.

The Farmers' and Merchants' Supply Company, G. W. Van Dusen & Co., and H. N. Dahl, of Minnesota, have installed electric motors in their elevators.

The Joseph Grain Company has been incorporated at Milwaukee, Wis., with a capital stock of \$10,000. The incorporators are Burton Joseph, A. J. Friedlander and M. Friedlander.

John A. Johnson and Norman Smokstad, who have been engaged in the elevator business at Hancock, Minn., have dissolved partnership, Mr. Johnson having purchased his partner's interest.

John Ballansky, dealer in grain, farm products, etc., at Sheboygan, Wis., has taken his sons into partnership and the new firm has been incorporated for \$15,000 under the name of the J. Ballansky & Sons Company.

The Dallas Farmers' Elevator Company has been organized at Dallas, Wis., and an elevator will be erected this spring. The following directors were elected: E. S. Hegtveldt, Knute Granum, Andrew Wintone, K. J. Jacobson and Ole Berger.

McKercher & Rossier of Grand Rapids, Wis., have placed their contract with the Burrell Engineering & Construction Company for a new 20,000-bushel grain elevator, with feed mill and warehouse in connection, to be completed in about 60 days.

Announcement has been made of the transfer of the Belt Line Elevator at Superior, Wis., by the Peavy Elevator Company to the Superior Terminal Elevator Company, a subsidiary of the Cargill Elevator Company. The consideration is said to have

approximated \$300,000. Extensive improvements will be made.

The Thomas-Phalen Company, a grain firm of La Crosse, Wis., has filed articles of dissolution. C. A. Thomas has purchased the firm's south side plant, while the north side plant has been taken over by John Phalen, who will conduct it under the name of Phalen Brothers.

The Apple River Milling Company of Amery, Wis., has been incorporated with a capital stock of \$40,000, to engage in a general grain commission and milling business, and will furnish electric power to a number of firms. The incorporators are E. J. Schneider, E. M. Fay and W. N. Fuller.

The Farmers' Elevator Company of Paynesville, Minn., at a recent meeting voted to sell its elevator and discontinue business. Leonard Garding purchased the house for \$3,500 and later entered into partnership with J. J. Lang of Benson, Minn., and F. E. Gillette of Spicer, Minn., and traded elevators with the Cargill Elevator Company. The new firm will operate under the name of the Lang Elevator Company and Mr. Garding will act as manager.

A farmers' elevator company has been organized at North Redwood, Minn., and will purchase the Western Elevator, which will be dismantled and rebuilt. It is planned to have the new building ready for business by the middle of May, and the new company will handle grain and fuel exclusively. The following board of directors has been elected: Wm. Zumwinkle, W. C. Mann, F. B. Neuenburg, John A. Molajack, Thos. Hoskins, Ed. Leuck, F. A. Swaboda, Herman Becker and John Schweinfurter.

## SOUTHERN AND SOUTHWESTERN

The R. M. Wynne Grain Company has opened an establishment at Bay City, Texas.

The Farmers' Grain and Supply Company has purchased the Green & Wright Elevator at Gage, Okla.

The Farmers' Fertilizing Works of Louisville, Ky., is considering the matter of erecting an elevator.

The grain and feed business of R. L. Rounds at Wellington, Texas, has been taken over by Ball Brothers.

The Yukon Grain and Elevator Company of Yukon, Okla., has taken over the interest of G. R. Brown in the firm.

The Yukon Mill and Grain Company, Yukon, Okla., is contemplating the construction of an addition to its plant.

A brokerage business in grain, grain products, flour and real estate has been opened at Paris, Texas, by Phillips & Peters.

Ernest Wheeler, formerly representing the Halliday Milling and Elevator Company of Cairo, Ill., opened a brokerage business in Memphis, Tenn., on March 1.

F. V. Dana and N. G. Barackman have opened a commission and produce business at Chandler, Ariz., and will deal in grain, hay, farm products, etc. The firm will erect a new building for the purpose.

The W. S. Jenkins Grain Company has been incorporated at Leesburg, Va., with a capital stock of \$15,000. The officers of the company are as follows: President, W. S. Jenkins, and secretary, A. S. Jenkins.

Everett & Edwards, grain dealers at Scottsburg, Ind., have leased two acres of land at La Grange, Ky., owned by the Louisville & Nashville Railroad, on which they are building an elevator and flour mill. The buildings will cost about \$10,000.

Four reinforced concrete storage tanks have been erected by the Mountain City Mill Company at Chattanooga, Tenn. The receiving house is 24x32 feet in size and 96 feet high, having six stories. The tanks have a capacity of about 100,000 bushels.

The Cunningham Commission Company of Little Rock, Ark., whose plant was destroyed by fire some time ago, has awarded a contract for the construction of an elevator to cost \$2,000. "This elevator," stated Mr. Cunningham, "will be temporary to replace the one destroyed by fire. We already have built two warehouses, in which we have been storing stock, and the new elevator will be joined to the warehouses. While we have been able to handle our demand since our warehouses were built,



the completion of the elevator will give us the same facilities as before the fire."

The Gulf Compress Company of Memphis, Tenn., is in the market for elevator machinery for unloading, elevating, even-weighing, cleaning, clipping and sacking oats, to be operated by electric power.

The Burrus Mill & Elevator Company, Fort Worth, Texas, has awarded a contract to the Macdonald Engineering Company of Chicago for the erection of six cylindrical storage tanks. The new plant will have a capacity of 150,000 bushels.

The Baker Grain Elevator at Hobart, Okla., which has been leased during the past year by the Chalfant-Nelson Grain Company of Clinton, Okla., has been purchased by E. W. McCormick, who has been managing the house, J. D. Chalfant and R. E. Nelson.

The new warehouse and elevator of the Center Point Grain and Elevator Company, Center Point, Texas, will be 54x28 feet on the ground, two stories high, of wood construction with a galvanized iron roof. It will cost \$2,000 and the equipment about \$1,275.

S. C. Watkins & Co. will rebuild their elevator at Clarksburg, W. Va., lately damaged by fire. The new building will be 125x100 feet in size, fireproof, and will cost about \$20,000, while the equipment will represent an outlay of \$15,000. The plant will be lighted by electricity.

The business of the Red Star Milling and Elevator Company at Fort Smith, Ark., has been purchased by Sherman Durrett, former salesman for the Western Grain Company, and J. D. Dulle, and the business will be continued under the name of the Durrett & Dulle Flour and Grain Company.

## OHIO, INDIANA AND MICHIGAN

Berry Brothers of Lynn, Ind., will install a corn crusher and grinder.

F. W. Wellman has taken over the elevator of John Luebbert at Johnsburg, Ind.

The Huston & Swope Company of Carroll, Ohio, has installed a new sheller and gas engine.

J. W. Housland of Ashland, Ohio, has purchased the elevator of C. R. Hopkins at Custar, Ohio.

Carl O. Johnson has purchased the elevator at McCool, Ind., formerly owned by L. H. Robbins.

The Amherst Supply Company of Amherst, Ohio, is said to be interested in an elevator proposition.

An ear corn distributor has been installed in the elevator of the Kellogg Food Company at Battle Creek, Mich.

Flint & Gaunt have sold their Elevator "B" at Fowler, Ind., to Frank Pagett, Lemuel Shipman and Frank Cones for \$22,000.

The Hill Grain and Coal Company has been incorporated at Carthage, Ind., with a capital stock of \$10,000, by R. Hill, V. S. Hill and E. J. Hill.

The Clinton Grain and Feed Company of Clinton, Ind., has added a wholesale and retail feed department and expects to install other improvements.

The West Park Lumber and Grain Company has been incorporated at West Park, Ohio, with a capital stock of \$30,000, by D. W. Teachout and others.

G. L. Guyatt of the Plymouth Grain Company, Plymouth, Ind., has taken over the interest of his partner, M. D. Steininger, and will conduct the business alone.

The Goodrich Brothers Hay and Grain Company of Winchester, Ind., has installed an Ellis Grain Drier in its new elevator. It has a capacity of 500 bushels per hour.

J. L. Rouze of Arcadia, Ohio, is making extensive repairs in his elevator, and increasing its capacity. The Burrell Engineering & Construction Company has the contract for the work.

The elevator and mill at Alexandria, Ind., formerly owned by Browning & Co., have been purchased by Charles F. Nabor of Fairmount, Ind., and A. A. Ulrey of North Manchester, Ind.

Bowden & Stutz have sold their grain and feed business at Mansfield, Ohio, to Christian A. Bahmler. Mr. Bowden will engage in the poultry business, while Mr. Stutz will remain with Mr. Bahmler.

At the recent annual meeting of the Powers Elevator Company at Genoa, Ohio, the following officers were elected: Geo. W. McRitchie, president; E. A. Powers, secretary-treasurer and general manager.

The Amendt Milling Company of Monroe, Mich., is about ready to operate its new drier purchased from the Ellis Drier Company of Chicago. The capacity of the drying plant is 300 bushels per hour.

The Caughey-Swift Company has taken over the stock of the Detroit Railroad Elevator Company, Detroit, Mich., including the 1,000,000-bushel elevator known as the Detroit-Milwaukee Elevator and owned by the Grand Trunk. The house will be thoroughly overhauled and some new equipment

will be installed, including a grain drier. Chas. W. Baum of Chicago will have charge of the management.

The Kitchel Elevator Company of Boston, Ind., has awarded a contract for the remodeling of its elevator and new equipment will be installed, including a No. 6 Monitor Combined Corn and Grain Cleaner.

The Gates Elevator Company has sold its property at Cleveland, Ohio, to the county commissioners for \$107,500 and the buildings will be wrecked by July 1, and the site used for a new bridge. The elevator company will build a new house on another site.

A. F. Kerr of Groveport, Ohio, has sold his elevator business to North Brothers of Pleasantville, Ohio, the transfer having taken place on February 24. Mr. Kerr had been connected with the house for a number of years, first as partner and later as sole owner.

The Botzum Brothers Company has been incorporated at Akron, Ohio, with a capital stock of \$100,000, to deal in grain, feed and seeds, among other activities. The incorporators are Charles C. Botzum, Lewis C. Botzum, Harry Botzum, Albert C. Botzum and Joseph C. Botzum.

Barker, Martens & Martens have sold their elevator business at Nashville, Mich., to J. B. Marshall, and Mr. Marshall has sold a half interest to John Martens, the new firm to be known as Marshall & Martens. Mr. Marshall had managed the elevator for about 30 years prior to selling it to Martens & Viemaster two years ago.

The Caro Business Men's Association of Caro, Mich., has offered to secure \$5,000 stock as a nucleus for a proposed farmers' elevator company. It is planned to sell \$35,000 stock to the farmers in the community, part of this amount to be applied to the purchase of one of the elevators at Caro, or the erection of a new house.

The Fiat Mill and Elevator Company, Fiat (R. F. D. from Montpelier), Ind., has disposed of its elevator to John Deen of Liberty Center, Ind., who has installed new equipment, including a No. 6 Monitor Combined Corn and Grain Cleaner, two stands of elevators, an automatic scale, a Day Dust Collector and a Smith Overhead Dump.

## THE DAKOTAS

The Farmers' Union of Baldwin, N. D., expects to build an elevator.

A farmers' elevator company is being organized at Hazelton, N. D.

The Farmers' Elevator Company has closed its house at Lehr, N. D.

W. R. Smith has taken over the elevator of F. F. Meyer at Kaylor, S. D.

The Western Elevator at Lebanon, S. D., was recently purchased by Carl Bjornson.

The Farmers' Elevator Company of Marion, N. D., will build a feed mill this spring.

The Dakota Grain Company has taken over the elevator of Emil Huwe at Webster, S. D.

The elevator of the Gackle Grain Company at Freonia, N. D., will be improved this spring.

The Fryburg Grain and Trading Company has completed a new elevator at Fryburg, N. D.

The Atlas Elevator Company contemplates building an elevator at Manchester, S. D., this year.

The Knife River Lumber and Grain Company is establishing a flour and feed mill at Center, N. D.

The Farmers' Elevator Company of Valley Springs, S. D., held its annual meeting last month.

The Star Elevator Company of Jamestown, N. D., is building an ironclad elevator at Stanton, N. D.

Electric power has supplanted the gasoline equipment in the elevator of O. J. Aaker at Flandreau, S. D.

The Commercial Club of Belle Fourche, S. D., has raised \$15,000 for the construction of an elevator.

L. B. Spracher & Co. of Sibley, Iowa, may rebuild their elevator at Ben Clare (R. F. D. from Valley Springs), S. D.

Incorporation papers have been filed by the Farmers' Elevator and Trading Company at Sentinel Butte, N. D., by R. C. Doyle and others. The capital stock is \$50,000.

The Farmers' Elevator Company has been incorporated at Bloom (R. F. D. from Jamestown), N. D., with a capital stock of \$25,000. The incorporators are J. W. Crawford and others.

The Farmers' Co-operative Company was recently organized at Zap (R. F. D. from Bowditch), N. D. The officers of the company are: Fred Long, president; Carl Shadewalt, secretary, and G. E. Thomas, treasurer.

The Norway Elevator and Fuel Company has been incorporated at Vig, S. D., with a capital stock of \$25,000. The incorporators are Theodore A.

Gunnerson, Veblen, S. D.; John Hanson and Ole Delberg of Vig.

The Farmers' Elevator Company of Enderlin, N. D., held a meeting last month and elected the following officers: Fred Oehlke, president; Ward Galbreath, vice-president, and E. Gullickson, secretary.

Farmers in the vicinity of New Effington (R. F. D. from Effington), S. D., have taken preliminary steps for the organization of a co-operative company, and it is expected that an elevator will be erected this spring.

## IOWA

J. A. Stark, of Bonner Springs, Iowa, may enlarge his elevator.

Over-head bins were recently added to the elevator at Oneida, Iowa.

John Ganon is planning to build another elevator at Valeria, Iowa.

The Schmitt Elevator at Eldora, Iowa, has been sold to W. G. Lettow.

Foster Brothers have sold their elevator and coal business at Mediapolis, Iowa.

Farmers in the vicinity of Jordan, Iowa, may organize an elevator company.

C. H. O'Neil may install an automatic scale in his elevator at Independence, Iowa.

C. J. Locker has installed a 2,500-bushel automatic scale in his elevator at George, Iowa.

The Farmers' Elevator Company of Pomeroy, Iowa, has installed electric motors in its elevators.

Dick Workman has purchased one-half interest in the Yost Elevators at Stockport and Hillsboro, Iowa.

The Brandon Co-operative Exchange Company, Brandon, Iowa, has completed a 12,000-bushel elevator.

The matter of erecting an elevator at Vinland, Iowa, has been considered by the farmers in that vicinity.

A 1,250-bushel automatic scale has been installed in the house of the Farmers' Elevator Company at Olaf, Iowa.

The Farmers' Elevator Company of Rembrandt, Iowa, has installed a 2,000-bushel Fairbanks Automatic Scale.

An elevator company is being organized at Kellerton, Iowa. T. J. Miller is the secretary of the organization.

The house of the Dakota Grain Company at Perkins, Iowa, has been closed and may be removed to North Dakota.

A new engine has been installed in the elevator of the Updike Grain Company at River Sioux, Iowa.

Henry Minert has purchased a half interest in the grain and elevator business of Dale Friend at Brighton, Iowa.

The Farmers' Elevator Company of Grand Junction, Iowa, plans to build a new office and install a new wagon scale.

The Farmers' Elevator Company, of Linn Grove, Iowa, contemplates building a 15,000-bushel addition to its elevator.

The Purity Milling Company, of Manhattan, Iowa, has installed tempering bins and other improvements in its elevator.

An 8-horsepower engine has been installed in the elevator of the Farmers' Grain and Livestock Company at Berkley, Iowa.

The house of the Farmers' Grain Company at Sac City, Iowa, will be enlarged and new cribs and coal sheds will be constructed.

Owing to failing health, D. W. Brick has sold his elevator at Elliot, Iowa, to Charles Dewitt, who took possession on March 1.

The Farmers' Elevator Association, recently organized at Elyria, Iowa, has taken over the elevator of the Moundridge Milling Company.

The Farmers' Elevator Company of Blanden, Iowa, has installed an 8-horsepower gasoline engine, a wagon scale and an adding machine.

The Farmers' Elevator Company, Peterson, Iowa, may build a 35,000-bushel concrete elevator. It has installed an electric motor in its present house.

Steps are being taken for the organization of an elevator company at Wilke, Iowa, and Tom Blodgett, Wm. Joss and Henry Anderson are interested.

The Farmers' Union, of Corinth, Iowa, recently held a meeting for the purpose of selling stock for the erection or purchase of an elevator at Downs, Iowa.

The Farmers' Elevator Company of Latimer, Iowa, has remodeled the interior of its elevator and added a 1,750-bushel automatic scale, a manlift, and a new loading spout.

The Farmers' Elevator Company of Farnhamville, Iowa, has awarded a contract for the construction of an elevator, work to begin on April 1. The house will be ironclad and will have a capacity of 30,000 bushels. It will be equipped with a 2,000-bushel au-



tomatic scale, car puller, 15-horsepower electric motor, and a manlift.

A new cribbed elevator of 20,000 bushels' capacity or more will be erected at Highland Center, Iowa, by the Neola Elevator Company to replace the elevator recently destroyed by fire.

A farmers' elevator company has been organized at Emmetsburg, Iowa, with a capital stock of \$25,000. The officers are: F. Zeigler, president; James Brennen, vice-president; S. D. Bickford, secretary.

The Taylor & Patton Company has leased the old terminal elevator at Des Moines, Iowa, owned by Cohen & Sons. The house, which has a capacity of 250,000 bushels, will be repaired and placed in fine operating condition.

Kimball & Burdick, who have operated a grain, livestock, lumber, coal and general merchandise business at Lamaille, Iowa, for the past 25 years, have sold their entire business to R. A. Buck of State Center, Iowa.

Follett & Emert are building a new elevator at Dewar, Iowa, and it will be equipped with an 18-horsepower engine, a 2,000-bushel automatic scale and machinery purchased from the Union Iron Works, Decatur, Ill.

The Osage Grain and Supply Company has been organized at Osage, Iowa, with a capital stock of \$10,000. Officers were elected as follows: Geo. Jeffries, president; Gar Moody, vice-president; R. J. Fish, secretary, and K. J. Johnson, treasurer.

The Farmers' Grain and Supply Company, of Greensburg, Iowa, will reorganize along the lines of an equity co-operative company. The directors of the company are as follows: H. E. Stewart, A. O. Einsel, R. H. Brent, Fred Hodges and Geo. Dirks.

Minert & Nagel of Waukon, Iowa, have contracted with the Burrell Engineering & Construction Company to build them a 20,000-bushel grain elevator and 3-story warehouse. It will take the place of the old one burned recently and will be built on the old foundation.

## MISSOURI, KANSAS AND NEBRASKA

A. H. Ling will install an automatic scale in his elevator at Jetmore, Kan.

A company of farmers is being organized to build an elevator at Vinland, Kan.

The farmers near Downs, Kan., are securing subscriptions for the building of an elevator.

Peter Heintzelman has traded his elevator at Lyons, Neb., for a farm near Barry, Minn.

A 17,000-bushel elevator will be erected at Wabash, Neb., by the Farmers' Elevator Company.

A lumber yard may be established at Hoskins, Neb., by the Farmers' Grain and Livestock Company.

Fred Miles has sold his elevator at Patterson, Kan., to W. W. Cotton, who took possession on March 1.

Kuhlman & Meyer, millers at California, Mo., may erect an elevator if crop prospects continue bright.

A large distributing elevator may be erected at Norfolk, Neb., by the Farmers' Grain and Livestock Company.

Jones & Mercer, grain and produce dealers at Lawrence, Kan., have sold their business to Copenhaver & Dillon.

A grain company of St. Joseph, Mo., is said to be planning the erection of elevators in five towns northeast of the city.

Last month the stockholders of the Funk Grain and Elevator Company, Funk, Neb., declared a dividend of 10 per cent.

At the annual meeting of the Trumbull Grain and Supply Company, Trumbull, Neb., a dividend of 10 per cent was declared.

The Grubb-Hammacher Elevator at Scandia, Kan., has been purchased by John Botts, who will take possession about April 1.

The elevator at Hackney, Kan., operated by the Arkansas City Milling Company of Arkansas City, Kan., is being overhauled.

The Rock Mill and Elevator Company has taken over the elevator of the Macksville Grain and Lumber Company at Belpre, Kan.

A 25,000-bushel elevator is in process of construction at Cedar Point, Kan., for the Cedar Point Grain and Elevator Company.

The Farmers' Grain and Coal Company of St. John, Kan., has covered its house with metal siding and enlarged its coal bins.

The P. L. Zimmerman Company has opened a grain, seed, flour and feed brokerage business in the Chamber of Commerce Building at St. Louis, Mo.

Articles of incorporation have been filed by the Farmers' Elevator Company of Sholes, Neb. The capital stock is \$25,000 and the incorporators are John Gubbels, H. W. Burnham, James Stephens,

C. O. Sellon, John C. McDonald, Lee Fitzsimmons and John Horn.

Guy C. Cooper of the firm of O. A. Cooper & Son, Humboldt, Neb., has disposed of his interest in the grain, milling and stock business to his father, O. A. Cooper.

The stockholders of the Cortland Farmers' Elevator Company, Cortland, Neb., have authorized the construction of a new elevator, to cost not more than \$10,000.

The elevator at Minneapolis, Kan., formerly operated by the Minneapolis Mill and Elevator Company, has been taken over by William Haley of Delphos, Kan.

The Macdonald Engineering Company of Chicago is building a 120,000-bushel reinforced concrete storage grain elevator for the Geo. P. Plant Milling Company of St. Louis, Mo.

An elevator will be constructed in connection with the new mill at Lawrence, Neb. The company has been incorporated with a capital stock of \$12,000 by Henry J. Pohlmeier and others.

Articles of incorporation have been filed by the Farmers' Elevator and Shipping Company of Gandy, Neb. The capital stock is \$25,000 and J. E. Pajue and others are the incorporators.

The Renken-Henley Grain and Lumber Company has been incorporated at Sweet Springs, Mo., with a capital stock of \$30,000. The incorporators are Herman Renken, B. F. Henley and R. L. O'Rear.

The drier plant recently erected for the Kansas City Southern Elevator at Kansas City, Mo., by the Ellis Drier Company, Chicago, is now in operation. The capacity of the drier is 750 bushels per hour.

The following officers have been elected by the Marquette Elevator Company, Marquette, Neb.: Henry Smith, president; E. S. Johnson, vice-president; E. A. Guilford, secretary, and Frank W. Carr, treasurer.

C. Lipscomb, president of the Lipscomb Grain and Seed Company, Liberal, Mo., has purchased the Missouri Feed and Produce Company, and O. J. O'Bryant, founder of the latter company, is now a stockholder in the new company.

Hoopes & Hancock of Paradise, Kau., have torn down the old house of the Hoffman Elevator Company, preparatory to the construction of a 12,000-bushel house, to be equipped with new machinery and operated by a gasoline engine.

The Marthasville Milling Company, Marthasville, Mo., an organization of farmers recently incorporated, has taken over the elevator and mill from P. W. Gillette, formerly operated by the Marthasville Mill and Elevator Company.

The Anderson-Rylander Company of Omaha, Neb., has filed articles of incorporation, to engage in a general grain and live stock business. It is capitalized at \$100,000 and the principal stockholders are John A. Anderson and C. M. Rylander.

At the recent annual meeting of the Johnson Grain Company, Johnson, Neb., the following officers were elected: F. Kiechel, president; Wm. Lienker, vice-president; G. S. Christy, secretary, and A. F. Hahan, treasurer. A dividend of four per cent was declared.

The Farmers' Elevator Company of Glasco, Kan., has increased its capital stock from \$8,000 to \$16,000, and it will rebuild its house, increasing the capacity to 30,000 bushels. P. E. Butler has been elected president, S. J. Pitner secretary, and L. F. Davidson treasurer.

The Farmers' Elevator Association has been organized at Elyria, Kan., with a capital stock of \$5,000. The officers are as follows: J. C. Muse, president; J. F. Morris, vice-president; V. A. Stucky, secretary and treasurer. The company will buy or build an elevator.

The Koehler Grain Company and the Twidale Grain Company of Minden, Neb., have been consolidated under the firm name of the Koehler-Twidale Elevator Company. The company operates a number of houses throughout the state. E. H. Partridge will act as manager of the company.

The Farmers' Elevator Company, recently organized at Nebraska City, Neb., has awarded a contract for the erection of a 15,000-bushel elevator, to be ironclad with a concrete basement and hoppers. The equipment will include a Fairbanks Engine and Scales, a Barnard & Leas Cleaner and a Bowsher Grinder.

An effort is being put forth by the St. Louis Grain Club, St. Louis, Mo., to organize a stock company to erect a new elevator. The company will probably have a capital stock of \$250,000 or \$300,000 and the elevator will be of concrete construction. Committees have been appointed to interest the railroad companies entering St. Louis.

Contracts have been awarded by the Shannon Grain Company for the erection of five elevators at Rea, Guilford, Ravenwood, Parnell City and Sheridan, Mo. Each house will be ironclad with concrete basement and hoppers, and will have a capacity of 30,000 bushels. The equipment will in-

clude Fairbanks Scales, Engines, etc. The house will be of cribbed construction, with lightning protection and windows fitted with heavy wire screens.

John Kliwer, proprietor of the McPherson Mill and Elevator Company, McPherson, Kan., has traded his elevator and mill property to L. D. Kneeland of Little River, Kan., who will continue to operate the business under the previous firm name.

## WESTERN

An elevator may be erected at Ulm, Mont., by the Cascade Milling Company.

A grain and hay warehouse will be erected at Baker, Ore., by the Co-operative Farmers' Union.

The Atlantic Elevator Company of Minneapolis, Minn., has been given authority to operate in Montana.

The Farmers' Society of Equity, Pocatello, Idaho, has purchased a site on which a grain warehouse will be erected.

The Johnson Grain Company of Conrad, Mont., will erect and operate a flour mill in connection with its grain business.

The Atlantic Elevator Company of Minneapolis, Minn., has wrecked its elevator at Wimbledon, N. D., and removed it to Ranous, Mont.

The Crystal Ranch Company has taken over the elevator and mill at Laramie, Wyo., and the elevator at Burns, Wyo., from M. J. O'Connell.

The Phoenix Milling Company of Sacramento, Cal., is building a 75,000-bushel reinforced concrete elevator in connection with a new flour mill.

The elevator which will be erected at Hedgesville, Mont., this spring will be operated in connection with the Hobson Mill and Elevator Company at Great Falls, Mont.

Irwin & Co., wholesale dealers in feed and fuel at San Diego, Cal., recently made application to the City Council for leases on city tide lands covering four pieces of property on the bay front, on which it is planned to build extensive elevators and warehouses.

A number of farmers in the vicinity of Three Forks, Mont., recently met to consider the organization of a co-operative company to establish an elevator and possibly a flour mill. Virtus Lund was elected president of a temporary organization; Homer Thompson, vice-president, and Dick Fabrick, secretary.

Elevator contractors have practically completed 24 elevators from Lewiston to Highwood, Mont., on the Chicago, Milwaukee & Puget Sound Railroad. The houses each have a capacity of 25,000 bushels. The Gallatin Valley Elevator Company owns 10 of them, while others are owned by the Montana Elevator Company of Lewiston, and the Western Grain and Lumber Company.

## EASTERN

The grain and coal business of James E. Ray at Franklin, Mass., has been purchased by W. K. Gilmore & Son, of Wrentham, Mass.

The N. Waldo Harrison Company has been incorporated at Baltimore, Md., to engage in a grain, flour and feed commission business.

A large floating elevator will be erected by the Philadelphia & Reading Railroad in connection with its plant at Port Richmond, Philadelphia.

The Churchill Grain and Feed Company, of Buffalo, N. Y., will build an elevator, four stories high and 45x70 feet on the ground. The house will be of concrete construction.

L. E. Merrill will build an elevator at Hartland, Vt., this spring and it will be equipped with machinery purchased from Sprout, Waldron & Co. of Muncy, Pa., and operated by electricity.

The National Grain Company has been incorporated at Manhattan, N. Y., with a capital stock of \$5,000. The incorporators are Morris Gross, Samuel Gross, Samuel Rosenbury and E. B. Rosenfield.

The McConnell Grain Corporation, Buffalo, N. Y., has been incorporated with a capital stock of \$10,000. Its directors are as follows: Earl E. McConnell, Laurence E. Coffey and Edward C. Handwerk.

The Groton Grain and Coal Company was recently incorporated at Groton, Mass., with a capital stock of \$10,000. The incorporators are E. E. Rogers, C. X. Palmer and M. P. Ahern, all of New London.

Incorporation papers have been filed by Pratt, Staples, Bell & Young at Boston, Mass., to deal in grain, coal and hay. The capitalization is \$501,200 and the incorporators are Russell K. Pratt, John W. Bell, Henry O. Staples and John W. Young.

It is reported that a 1,500,000-bushel elevator will be erected at Buffalo, N. Y., by E. M. Husted, president, and Riley E. Pratt, vice-president of the Husted Milling Company. The company has retired from the milling business and will have its new concrete house ready for operation before the close of navigation next season. The firm of Pratt & Co. will operate through the new house, con-



tinuing its grain business as heretofore. The elevator will handle 100 cars daily of all-rail grain as well as elevate ex-lake grain at the same time. A. Nowak & Son, feed millers, have purchased the former plant of the Husted Milling Company, partially destroyed by fire several months ago.

## CANADIAN

The Estevan Grain Company has been incorporated at Estevan, Sask.

The H. T. Grain Company, Ltd., of Kerrobert, Sask., has been succeeded by McIntosh & Ranton.

The Standard Hay and Grain Company, Ltd., has been incorporated at Sudbury, Ont., with a capital stock of \$40,000.

An elevator of 40,000 or 50,000 bushels' capacity will be erected at Vegreville, Alta., by farmers in that community.

It is reported that a number of elevators will be erected in the vicinity of Saskatoon, Sask., this year by the Interior Grain Elevator Company.

A committee composed of members of the Board of Trade, Vancouver, B. C., and headed by Mayor Baxter, has been making efforts to secure the establishment of elevators within the city limits.

The Niagara Grain & Feeds, Ltd., of Port Colborne, Ont., is having the Burrell Engineering & construction Company prepare plans and specifications for a 40,000-bushel concrete grain and feed elevator to be erected about 500 feet north of the government elevator at that point.

The Canada West Grain Company, with headquarters at Melfort, Sask., has been organized. The board of directors consists of H. G. Dawson, president; G. A. McEwen, secretary; C. J. Pollock, O. D. Hill, of Melfort; W. Rogers of Pathlow, and G. B. Armstrong of Wapella.

The directors of the Grain Growers' Grain Company, Ltd., have announced that they will not enter into negotiations for the renewal of their lease of the government elevators, which will expire on August 31, 1914. It was stated that the operation of the houses has not resulted profitably.

Leitch Brothers, millers at Oak Lake, Man., will build a 300,000-bushel elevator in connection with a large milling plant soon to be constructed at Regina, Sask. A site has been secured and the plant will be in operation in the fall of 1915, the cost of building and equipment to approximate \$300,000.

The Farmers' Cause Co-operative Company, Ltd., has been incorporated at Gravelbourg, Sask., with a capital stock of \$60,000. The company is authorized among many activities to deal in grain, seeds and other agricultural products, and to erect elevators and flour mills. The provisional directors are R. Dautre, Albert Tess, Joseph Beausier and others.

Predictions of high rates and very heavy grain movements from the Lake Superior ports mark the prospects for 1914 lake traffic. Carriers, most of which are holding storage grain, will probably not buck the ice so early this year as in years previous and a late opening of the channels is expected.

## TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with I. C. C. numbers, effective dates and rates in cents per 100 pounds:

## Grand Trunk

Supplement 6 to I. C. C. No. 1788, March 30. Grain and grain products from Duluth, Minn., Fort William, Port Arthur and Westfort, Ont., to Porquiss Junction, Ont., 27½ cents; Iroquois Falls, Ont., 28½ cents (R).

## Chicago &amp; Alton

I. C. C. No. A662, April 1. Between Louisiana, Mo., and Chicago, Ill., group, flax seed, 12½ cents; wheat and corn, 9 cents; Peoria group, flax seed, 11½ cents; wheat and corn, 7 cents; St. Louis, Mo., group, flax seed, 9½ cents; wheat and corn, 8 cents.

Supplement 7 to I. C. C. No. A535, March 20. Barley, corn, oats and rye to Mobile, Ala., New Orleans, Port Chalmette and Westwego, La., (when for export to Europe, Asia and Africa) from Chicago, Ill., (when from beyond), 14½ cents; from Peoria and Pekin, Ill., (when from beyond), 13½ cents.

## Minneapolis &amp; St. Louis

Supplement 18 to I. C. C. Iowa Central No. 2122, April 1. From Keighsburg, Ogle and Seaton, Ill., to Kansas City, St. Joseph, Mo., Atchison, Kan., Leavenworth, Kan., flax and millet seed, 14 cents; wheat and flour, 11¼ cents.

I. C. C. No. B133, March 12. Rye from Carver, Chaska, Eden, Prairie, Hartland, Helena, Hopkins, Jordan, Kilkenny, Manchester, Merriam, Montgomery, Doyle, New Prague, New Richmond, Otisco, Waseco, and Waterville, Minn., to Cincinnati, Ohio, Evansville, Ind., Hamilton, Ohio, Jeffersonville, New Albany, Ind., Piqua, Ohio, 19½ cents; Louisville, Ky., 20½ cents. Barley, corn, oats, rye, speltz and Kaffir corn from St. Paul, Minneapolis and Minnesota Transfer, Minn., (originating beyond) to Aurora, Ind., 14½ cents; Owensboro, Ky., 16 cents; Vincennes, Washington, Ind., 14½ cents; Piqua, Ohio, 14½ cents; Henderson, Ky., 15½ cents.

## Missouri, Oklahoma &amp; Gulf

I. C. C. No. 89, March 26. Wheat, 6 cents, corn and articles taking same rates, 5 cents, from Joplin, Mo., to Baxter, Kan.

## Chicago, Rock Island &amp; Pacific

I. C. C. No. C9650, April 1. Bran, brewers' grits, brewers' meal, chopped feed, corn meal, grain

screenings, grits, hominy feed, middlings, oil cake, oil meal, shorts, corn flour, oat dust and oat hulls from Cedar Rapids, Cedar Falls, Davenport and Muscatine, Iowa, to Armourdale, Kan., Atchison, Kansas City, Leavenworth, Kan., and St. Joseph, Mo., (destined points west of Missouri River), 11 cents. Cereals cracked wheat, crushed wheat, flour, oat groats, oat meal, rolled oats, rolled wheat, buckwheat, flour, farina, "Maizea," pancake flour and pearl barley, from and to same points, 11 cents.

Supplement 9 to I. C. C. No. C9420, April 6. Corn, rye, oats, barley, malt and wheat from Council Bluffs, Omaha and South Omaha, Neb., to Atchison, Kan., Kansas City and St. Joseph, Mo., Leavenworth, Kan., 5.5 cents.

Supplement 2 to I. C. C. No. C9630, March 15. Wheat from St. Paul, Minneapolis, and Minnesota Transfer, Minn., to Galveston, Texas (for export), 24½ cents (R).

Supplement 4 to I. C. C. No. C9455, March 17. Flour from Armourdale, Kan., (R) Atchison, Kan., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., and South Omaha, Neb., to Attica, Ind., Cincinnati, Hamilton, Ohio, Indianapolis, Jeffersonville, LaFayette, Ind., Louisville, Ky., Monon, New Albany, Oxford and Rensselaer, Ind., 17 cents.

I. C. C. No. C9648, March 24. To Fredonia, Kan., from Clifton, Kan., wheat, 17½ cents; corn, 15½ cents; linseed meal and alfalfa feed, 15½ cents; from Clyde, Kan., wheat, 17¼ cents; corn, 15¼ cents; linseed meal and alfalfa feed, 15¼ cents.

## Minneapolis, St. Paul &amp; Sault Ste. Marie

I. C. C. No. 3427, April 1. Grain from New Richmond, Wis., to Atlantic, Mich., Beacon Hill, 15½ cents; Calumet, 20½ cents; Cole's Creek, 15½ cents; Dollar Bay, Lake Linden, 18½ cents; Houghton, Mich., 15½ cents; grain products from New Richmond, Wis., to Calumet, 22 cents; Dollar Bay, 17 cents; Houghton, Hancock, 17 cents; Hubbell and Lake Linde, Mich., 20 cents.

Supplement 11 to I. C. C. No. 2680, March 16. Flax bran, shives, flax seed, hulls, screenings, flax refuse and millet seed from Minneapolis, Minnesota Transfer and St. Paul, Minn., (when originating beyond) to Alton, East St. Louis, Granite City, Ill., and St. Louis, Mo., 14 cents; from Duluth, Minn., and Superior, Wis., (originating beyond) to Alton, East St. Louis, Ill., 15 cents, and to St. Louis, Mo., 16 cents (terminal rates applying only from and to points specified).

I. C. C. No. 3406, March 15. Corn in bulk only from Minneapolis, St. Paul and Minnesota Transfer, Minn., to Atwater, Cote, St. Paul and Mile End, Que., 18 cents.

## Atchison, Topeka &amp; Santa Fe

Supplement 20 to I. C. C. No. 6043, March 31. Corn and oats only from Trinidad, Colo., to Hebron, 16 cents; Dorsey, 16½ cents; Maxwell, 17½ cents; French, 18 cents; Springer, 19 cents; Colmor, 20 cents; Wagon Mound, 31½ cents; Watrous, 24½ cents, and to Las Vegas, N. M., 25½ cents; to Gardiner, 14½ cents; Brilliant, 16 cents, and Van Houton, N. M., 16½ cents.

I. C. C. No. 6717, March 11. Corn, 13½ cents; oats, 14½ cents, to New Orleans, La., from Minonk, Benson, Roanoke, Eureka, Washington, Cooper, Crandall, Morton and Groveland, Ill.

## Missouri, Kansas &amp; Texas

I. C. C. No. A3941, March 30. Between Muskogee, Okla., and St. Louis, Mo., East St. Louis, Ill., Alton, Ill., Hannibal, Mo., and East St. Louis, Ill., corn, 18 cents; wheat, 22 cents; flax seed, 26 cents; millet seed, 26 cents; oat meal and rolled oats from Boone, Iowa, to Joplin, Mo., 22 cents; buckwheat or rye flour from Beloit, Janesville, Wis., and Rockford, Ill., to Joplin, Mo., 23¼ cents; corn, from St. Charles, Mo., to Minneapolis, Minnesota Transfer and St. Paul, Minn., 15 cents; buckwheat flour, oat meal, corn flakes, cracked wheat, crushed wheat, farina, flour, "Maizea," oat groats, pancake flour, pearl barley, prepared flour, rolled oats, rolled rye, rolled wheat and rye flour from Cedar Falls, Cedar Rapids, Davenport, Des Moines, Fort Dodge, Le Mars and Muscatine, Iowa, to Joplin, Mo., 19 cents.

## Chicago, St. Paul, Minneapolis &amp; Omaha

Northwestern Lines, March 25. Grain products from New Richmond, Wis., to Hudson, Wis., 4 cents; grain from Knapp, Spring Valley, Turtle Lake, Prescott Road, Glover, Wis., 5 cents; River Falls, Severance, Beldenville, Ellsworth, Wis., 6 cents; to New Richmond, Wis.; grain products from Chetak, Wis., to Eau Claire and Chippewa Falls, Wis., 8 cents; from Burkhardt, Wis., to Hudson, Wis., 2.5 cents; Menominee, Wis., 9.5 cents; Rusk, Wis., 9.5 cents; Stillwater, Minn., 4 cents; Roberts, Minn., 4.5 cents; from Hudson, Wis., to Stillwater, Minn., 3 cents; screenings, grain or flax seed (ap-



From the "American Economist"

THE INFLUX OF ARGENTINE CORN FROM ONE VIEWPOINT



plying only on shipments originating beyond) from Duluth, Minn., Superior, Wis., to Roberts, Wis., 5 cents; grain products from Hudson, Wis., to Stillwater, Minn., 3 cents; corn, rye, oats, barley, speltz, Kaffir corn, grain screenings, malt and sprouts (applying only on shipments originating beyond) from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Superior, Wis., to Marshfield and Elroy, Wis., 7.5 cents; wheat (applying only on shipments originating beyond) from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Menominee, Wis., 7.5 cents.

I. C. C. No. 3945, March 15. Flour, bran, feed (R) and grain screenings (R) from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Minn., Superior, Superior (East End) and Itasca, Wis., to Gulfport, Miss., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Chalmette, La., and Westwego, La., (destined foreign countries other than Europe, Asia and Africa), 19.5 cents; to Key West, Fla., (destined Havana, Cuba), 29.5 cents. Wheat from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Gulfport, Miss., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Chalmette, La., and Westwego, La., (destined foreign ports other than Europe, Asia and Africa), 24.5 cents.

I. C. C. No. 3946, March 15. Wheat from St. Paul, Minneapolis, Minnesota Transfer, Minn., (originating beyond) to Westwego, La., (for export to Europe, Asia and Africa), 24.5 cents (A).

I. C. C. No. 3944, March 15. From St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Superior, Superior (East End) or Itasca, Wis., (originating beyond) to Allegheny, Pa., wheat or buckwheat, 20 cents; flax seed, 22 cents; to Aurora, Ind., corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents, and flax seed, 18 cents; to Detroit, Mich., flax seed, 17.5 cents; Pittsburgh, Pa., wheat or buckwheat, 20 cents; flax seed, 22 cents.

#### Great Northern

I. C. C. No. A3804, March 25. Wheat flour and articles taking same rates from Grand Forks, N. D., to Bemidji, Minn., 8 cents; flax seed, millet seed and wheat and flour between Sioux City, Iowa, and Hills, Minn., 8.5 cents; durum wheat from Duluth, Minn., Superior, Wis., to Anoka, Minn., 5 cents (applies only on shipments originating outside of Duluth, Minn., or Superior, Wis.), bran, flour, grain middlings, screenings, shorts between Sioux Falls, S. D., Watertown, S. D., 11.55 cents; corn, oats, rye, barley and middlings to Sioux City, Iowa, from Sioux Falls, Lennox, Volin and Yankton, S. D., 12 cents; corn, rye, oats, barley and mill feed between Sioux City, Iowa, and Hills, Minn., 7.5 cents.

Supplement 10 to I. C. C. A3640, March 25. From Duluth, Minn., Superior, Wis., and rate points to Chicago, Ill., and rate points, flax seed, flax seed screenings, flax seed hulls, flax bran, shives, refuse and millet seed, 10 cents; wheat and grain products, 10 cents; corn, rye, oats, barley, speltz, grain screenings, malt and malt sprouts, 7½ cents.

#### Missouri Pacific

Supplement 21 to I. C. C. No. A2058, March 28. From Pratt, Kan., to Little Rock, Ark., and points basing thereon, flour, 25½ cents; wheat, 25½ cents (A); corn meal and corn, 20½ cents; flax seed, 34 cents, and hemp seed, 37 cents; to Fort Smith, Van Buren, Ark., and points basing thereon, flour and wheat, 21½ cents (A); corn meal and corn, 17½ cents; flax seed, 32 cents, and hemp seed, 35 cents; to Texarkana, Ark., flour and wheat, 33½ cents; corn meal and corn, 30 cents; flax seed, 36 cents, and hemp seed, 39 cents (rates also apply on articles taking same rates).

#### Chicago, Peoria & St. Louis

I. C. C. No. 972, March 14. Barley, corn, grain screenings, oats, rye and wheat from Peoria and Pekin, Ill., (when from beyond) to Mobile, Ala., New Orleans and Port Chalmette, La., (for export to Europe, Asia and Africa), 13½ cents (R).

#### Chicago & Northwestern

Supplement 3 to I. C. C. No. 7412. Flax seed, screenings, millet seed, flax bran, refuse and shives from La Crosse, Wis., Winona, Minn., (when originating at points beyond) to East St. Louis, Ill., and St. Louis, Mo., wheat, 14 cents; barley, corn, elevator dust, flour refuse, grain screenings, malt, malt sprouts, mill refuse, oats, oat clips, oat hulls, rye, speltz and Kaffir corn from and to same points, 10.5 cents (R).

Supplement 45 to I. C. C. No. 6222, March 15. Malt from Kewaskum to Milwaukee, Wis., 5.5 cents; from Fond du Lac, Oshkosh and Green Bay, Wis., to Milwaukee, Wis., 7 cents; from Appleton, De Pere and Neenah, Wis., to Milwaukee, Wis., 7 cents.

#### Chicago Great Western

Supplement 2 to I. C. C. 4670, March 15. Wheat, flour and flax seed and articles taking same rates from Des Moines, Iowa, to Kansas City, Mo., Kansas City and Leavenworth, Kan., and St. Joseph, Mo., (when destined to points in Nebraska, Colorado, Utah, Wyoming, Montana or Idaho), 9.4 cents (A).

Supplement 30 to I. C. C. No. 4633, March 15. Wheat and buckwheat from Winona, Minn., (when originating beyond) to St. Louis, Mo., East St. Louis, Ill., 14 cents; grain, corn, rye, oats, barley,

speltz, Kaffir corn and grain screenings from Winona, Minn., (when originating beyond) to St. Louis, Mo., and East St. Louis, Ill., 10.5 cents.

Supplement 8 to I. C. C. No. 4991, March 15. Wheat between Minneapolis, St. Paul, Minn., and rate points and Bolan, 10.5 cents; Meltonville, 9.5 cents; Moorland, Iowa, 11.5 cents (R.); corn between above named points and Bolan, 9 cents; Meltonville, 8.5 cents (R), and Moorland, Iowa, 10 cents. Oregon-Washington Railroad & Navigation Company

Supplement 4 to I. C. C. No. 230, March 21. Cereal preparations from Portland, Ore., East Portland, Albina, St. Johns, Kenton and North Portland, Ore., to Thistle Junction, Utah, 44 cents; Ephraim, Manti, Utah, 57 cents; Richfield, Utah, 69 cents; Marysville, Utah, 74 cents (R).

#### Northern Pacific

I. C. C. No. 5540, March 15. From Duluth, Minn., Superior, Superior (East End) and Superior (Central Avenue), Wis., to Chicago, Peoria, Ill., Milwaukee and Manitowoc, Wis., grain products (originating beyond), 10 cents; barley, corn, elevator dust, flour refuse, grain screenings, malt, malt sprouts, mill refuse, oats, oat clips, oat hulls, rye, speltz and Kaffir corn (originating beyond), 7.5 cents; flax seed and hulls, flax seed screenings and millet seed

(originating beyond), 10 cents; flax bran, shives and refuse, 10 cents; wheat and buckwheat (originating beyond), 10 cents.

#### Illinois Central

Supplement 26 to I. C. C. No. A7762, April 1. Between Klenc, Quasqueton, Iowa, and Chicago and Peoria, Ill., flax seed and screenings, 17 cents; wheat, 13 cents; corn, rye, oats and barley, 11.5 cents; between same points and East St. Louis, Ill., flax seed and screenings, 18 cents; wheat, 15 cents, and corn, rye, oats and barley, 13.5 cents.

#### Chicago, Milwaukee & St. Paul

Supplement 17 to I. C. C. No. B2460, March 15. Wheat (when for export) from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., and Superior, Wis., to Galveston, Texas, Mobile, Ala., New Orleans, Port Chalmette, La., Port Arthur and Texas City, Texas, 24.5 cents (R).

#### Chicago, Burlington & Quincy

Railroad supplement 9 to I. C. C. No. 10561, March 15. Barley, 41 cents; corn, 30½ cents (R); oats, 30½ cents (R); and wheat, 34½ cents (A); to shipside Gulfport, Miss., Mobile, Ala., New Orleans, Westwego, Port Chalmette, La., barley, 20½ cents; corn and oats, 20½ cents (R), and wheat, 24½ cents (A).

## ASSOCIATIONS

### THE CONVENTION CALENDAR

April 9 and 10—Western Grain Dealers' Association at Cedar Rapids, Iowa.

May 22 and 23—American Feed Manufacturers' Association at the Auditorium Hotel, Chicago, Ill.

May 26 to 28—Kansas Grain Dealers' Association at Kansas City.

June 2 and 3—Illinois Grain Dealers' Association at Cairo, Ill.

July 14 to 16—National Hay Association at Cedar Point, Ohio.

October 12 to 14—Grain Dealers' National Association at Kansas City, Mo.

### ILLINOIS' NEW SCALE INSPECTOR

The Illinois Grain Dealers' Association recently acquired the services of an expert in its scales department when George J. Betzelberger accepted the



GEORGE J. BETZELBERGER

position of chief grain scale inspector for the state. Each year this office has increased in importance as grain dealers came to realize more fully the necessity of having accurate scales upon which claims for loss of grain in transit depended in so large a measure, and the Association is to be congratulated on acquiring the services of its new chief.

Mr. Betzelberger was born near Delavan, Ill., his present residence, in 1884. After attending the public schools he entered the University of Illinois in the Department of Farm Mechanics in which the different makes and construction of wagon scales has a conspicuous place. The forge, wood, and machine work which were required in the course, were also of practical use upon his leaving college, as he

engaged in farming but spent much time in the selling and repairing of scales.

Since receiving his appointment Mr. Betzelberger has spent some time in one of the large scale manufacturing plants, in which he added to his already extensive knowledge of scale construction and adjustment. He has already assumed the duties of his new office and the scales of the grain dealers of the state will receive his full attention and expert knowledge.

### ILLINOIS FARMERS HOLD CO-OPERATIVE MEETING

The Illinois Farmers Grain Dealers' Association held an interesting meeting at Ottawa February 17-19. Resolutions were made favoring better rural schools, a co-operation law, prison made twine, clean bill of lading, reciprocal demurrage, non-discriminating elevator terminals, rural credit banks, investigation of co-operative exchange plans. The next meeting will be held in Bloomington.

The officers are as follows: President, H. W. Danforth, Washington; first vice-president, A. C. Rice, Jacksonville; second vice-president, J. C. Saylor, Cissna Park; treasurer, Henry M. Wood, Donovan; secretary, A. N. Steinhart, Bloomington.

The directors elected were Hugh Gregg, Oneida; Herman Vahnsig; Bert Adsit, Pontiac; C. J. Bear, Monticello; Fred Mudge, Peru; J. U. Surface, Mason City; L. H. Olmstead, Somonauk.

### IOWA FARMERS GRAIN DEALERS' ASSOCIATION

The Iowa Farmers Grain Dealers' Association met at Waterloo February 10-13. Among the many speakers were H. A. Foss and William Stickney of Chicago. A monument will be erected over the grave at Gowrie of C. G. Messerole, former secretary of the Association. State prison made twine and good road laws were advocated, and resolutions were adopted favoring Federal inspection of all grain handled in interstate commerce; prohibiting gambling in grain; reimburse shippers for the actual cost of cooping cars; reciprocal demurrage; to secure strict control of all terminal elevators; the submission of a plan for the organization of a national bonding company to bond the association's managers and to investigate the practicability of securing membership on the grain exchanges.

### ASSOCIATION BRIEFS

The Executive Board of the Ohio Grain Dealers' Association has arranged to hold the annual meeting of the organization at Cedar Point, Ohio. The exact time will be fixed later, probably in the latter part of June.

The Board of Directors of the National Hay Association held a meeting at Winchester, Ind., on Feb. 19. Every director was in attendance with the exception of C. C. Rainey of New York. The meeting was for the purpose of outlining a campaign for the balance of the fiscal year.

Secretary Riley of the Indiana Grain Dealers' Association, in a notice sent out shortly before the first of March, warned all grain dealers to get their income schedules filed on time. As a rule the income from the corn crop will not add much to the schedule.



## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## ESSENTIAL TO HIS BUSINESS

*Editor American Grain Trade:*—Enclosed please find check for my dues to your paper. It comes to my desk every month, and I certainly am pleased with the reading of it. I do not believe that I could do without it.

Yours truly, H. G. POLLOCK.  
Middle Point, Ohio.

## INDIANAPOLIS MARKET PLEASED

*Editor American Grain Trade:*—I note with a good deal of interest the Indianapolis number which reached me a day or two ago. I believe the write-up to this market is a credit to your office, and I am sure it is to this market. We are all very much pleased indeed.

Yours truly, FRANK A. WITT.  
Indianapolis, Ind.

## MICHIGAN HOUSE CHANGES HANDS

*Editor American Grain Trade:*—Enclosed please find check for which send the "American Grain Trade" for one year. Will say in the line of news that I have bought out the Mellan-Simmons Grain Company, and will run the business under my name.

Yours truly, LESLIE MELLAN.  
Snover, Mich.

## BUSINESS BOOMING IN OHIO

*Editor American Grain Trade:*—We have been so busy that time could not well be spared to acknowledge your generous write-up which appeared in your last issue. We are sincerely grateful to you for the honor you have paid our firm. Be assured that your valuable journal will always be found in our office.

Yours very truly, BEAR GRAIN CO.,  
Hicksville, Ohio. Per Earl C. Bear.

## PRESIDENT OF BOARD OF TRADE COMPLIMENTARY

*Editor American Grain Trade:*—Your February number just received this morning. We are all quite proud of it and I wish, personally, to compliment you on the neat piece of work and feel that you have done all that you promised and perhaps more than was expected.

Yours truly, BERT A. BOYD.  
Indianapolis, Ind.

## CLEVELAND GRADES UNIFORM

*Editor American Grain Trade:*—The grain inspection department of the Cleveland Chamber of Commerce has received strict orders to grade all cars, whether in cars or out cars, by the same grades and standards, giving the grade strictly in accordance with the merits of the grain. This order is being strictly adhered to in my department.

Very truly yours, J. E. HENIKEN,  
Chief Inspector.  
Cleveland, Ohio.

## APPRECIATION FROM INDIANAPOLIS

*Editor American Grain Trade:*—This morning's mail brought from Chicago several copies of your publication under date of February 15, 1914, featuring Indianapolis as a special attraction. I want to compliment you upon the artistic manner in which you have handled this subject. The "boys" here are very well pleased indeed.

Yours very truly, WM. H. HOWARD,  
Secretary Board of Trade.  
Indianapolis, Ind.

## NEW GRADES WILL CAUSE TROUBLE

*Editor American Grain Trade:*—In regard to the new Government grades on corn, we do not see how anyone is to be benefited by them. The grain buyer will buy on his judgment, at any rate at country stations, and disregard grades altogether. Three years ago the legislature in Nebraska passed a law that all wheat should be tested by a plunger—each wagon load or car load—and since that time we buy only by sample and do not pretend to buy by test at all. A few years ago the farmers in South Dakota yelled their heads off for Government grades, and only a short time ago when the Farmers' Shipping Association held their convention, they voted unanimously against Government grades.

All dealers have to become familiar with the grading of grain as at present, and in making a change we can see only trouble ahead for all dealers until they become familiar with the new grades. This is our twenty-first year in the grain business.

Yours respectfully, J. A. GILBERT.  
Waco, Neb.

## GRAIN DEALERS WILL NOT BENEFIT

*Editor American Grain Trade:*—Do not think there will be any definite benefits from the new Government corn grades. I think the grain dealer will be the one who will "hold the bag," eventually. The Government inspection would be like the national seed law, that is, the grain dealer will get the worst of it.

Corn is moving nicely in this vicinity now, and is getting in pretty good shape to handle.

Yours truly, J. S. CALKINS.  
LaPorte, Ind.

## GRAIN INSPECTORS AS HONEST AS CONGRESSMEN

*Editor American Grain Trade:*—The inspection of grain at this market is the same for in and out inspection and the grading is uniform.

We do all the inspecting in the office and all samples of grain both in and out are inspected before any certificates are issued. The inspectors are honest. I guess they will stack up against most other men, especially members of Congress.

Yours very truly, W. S. POWELL,  
Chief Grain Inspector.  
Cairo, Ill.

## MILWAUKEE GRADING SUPERVISED

*Editor American Grain Trade:*—In reply to the statement of Representative Manahan of Minnesota that it is common practice to grade grain out of the principal markets more leniently than it is graded in, is not true of the situation here in the Milwaukee market.

We are working under a set of rules which apply to both in and out grades, and the grading of all grain is supervised by a committee composed of receivers and shippers, so there is no chance for the inspectors to become careless or crooks.

Yours very truly, A. A. BREED,  
Chief Grain Inspector.  
Milwaukee, Wis.

## ACCUSATION IS UNFOUNDED

*Editor American Grain Trade:*—Regarding the charge made by Representative Manahan of Minnesota in his resolution to the House of Representatives on February 19, 1914, beg to say:

The inspection department of The Pittsburgh Grain & Hay Exchange inspects approximately 10,000 cars of grain each year. All this grain is inspected when the cars arrive in the yards of the various railroads in Pittsburgh and the grades so fixed are the grades used in fully 98 per cent of the grain reshipped. The remaining 2 per cent is grain that arrives in such a condition that it is not marketable, which necessitates sending it to the elevators for cleaning or other treatment and of course, after such treatment, the grade would be changed to conform with the conditions after such treatment.

As far as the Pittsburgh market is concerned Mr. Manahan's accusation is unfounded and we would welcome the fullest investigation by a committee of Congress or any other body and we trust you will give our views on the subject the fullest publicity.

Yours truly, CHARLES CULP,  
Chief Grain Inspector.  
Pittsburgh, Pa.

## CHICAGO GRADING SATISFACTORY TO BUYER AND SELLER

*Editor American Grain Trade:*—In regard to Representative Manahan's charges, I wish to say that the rules for the grading of grain as used in this department are established by the Public Utilities Commission of this state and are strictly observed both on grain inspected on arrival and grain inspected out of the Chicago market. The Warehouse Law of this state governing the inspection of grain into public elevators being such that grain inspected "in" must, under the law, be inspected "out" of the elevator the same grade. In addition to this it has been a long established custom of this department to review all grain, both on arrival and that inspected out of the elevators, and by so doing it is today a uniformity of grading grain which must exist and does exist under a custom of this kind. This custom not only applies to all grain loaded out

of public elevators but to private elevators as well. This system of inspection has proved to be very satisfactory to the country shipper as well as the eastern buyer, and complaints are practically eliminated.

If, however, the system of the Illinois State Grain Inspection had been thoroughly investigated before the resolution spoken of had been introduced, in my opinion there would have been no fair reason for its introduction as far as this market is concerned.

Very truly yours, JOHN P. GIBBONS,  
Chief Grain Inspector.

Chicago.

## GRADING GRAIN AT MINNEAPOLIS

*Editor American Grain Trade:*—In regard to the implied slur to this department in the Manahan resolution recently introduced in Congress, I can reply only to the questions raised by resolution in so far as they relate to any implied disparagement of the Minnesota Grain Inspection Department methods, or Minnesota officials connected therewith, who are charged with the enforcement of the grain laws. It will not be my purpose to in any way discuss the merits of a national investigation of the grain exchanges or cotton exchanges of the country.

Department Under Its Own Civil Service Rules.

Pursuant to a resolution introduced in the House by friends of Manahan, a legislative investigation of the Grain Inspection Department, Boards of Grain Appeals, the Chamber of Commerce at Minneapolis and the Duluth Board of Trade at Duluth, was entered into by a House Committee of five in January, 1913. That resolution was not broad enough to cover the investigation of the so-called "Equity Exchange," and after a few days of session, the State Senate, by resolution, also directed an investigation of the grain interests of the state in general and included the so-called Equity Exchange, who were the instigators of this investigation, and for which company Manahan is or was at that time general counsel. These two investigations progressed almost through the entire session side by side, the results of which were summed up by each committee reporting to its respective parent body.

It might not be out of place for me, in this matter, to quote from the reports made to the Legislature by these two committees, a portion therefrom which relates solely to the grain inspection department, which is under the supervision of the Minnesota Railroad and Warehouse Commission as the official state board having general supervision over the entire grain interests in the state.

Quoting from page 78 of the Journal of the Senate, the same being the 72nd legislative day, from their summary of recommendations, please find the following:

Your committee finds that the inspection and grading of grain by the state department is fair and accurate; that the inspectors are trained and efficient men appointed on a merit basis, and recommends that the rule of the Commission in appointing inspectors be continued; and, further, that the same principles be applied as well to the Appeal Board, so that no one shall be eligible to appointment or that Board until his experience and competency be established by proper requirements and tests.

Department Under Its Own Civil Service Rules

This department, before both the Senate and House investigating committees, introduced evidence to show that it had been established since 1885, that it was on a practical civil service working basis, that no inspectors were appointed as such except from an eligible list prepared by the chief grain inspector and his subordinates as the heads of department of grain inspection at Duluth and Minneapolis, which eligible list was made up of those employees who had successfully passed various examinations as to the actual grading of grain samples under the supervision and tutelage of inspectors. The methods of such examinations were shown to have been the placing of fifty samples of grain before each applicant, with nothing in the samples to designate what they were, except the car numbers and initials.

These samples were graded by the applicants, and reported by them in the same way that it was customary for regular inspectors to report their grades. These grades were checked by the chief deputy inspector or his assistants, compared with the original grades and dockages, and the applicants' percentages noted and a record kept thereof. Continued examinations in lots of fifty were made from time to time, the requirement being that no applicant could be placed on the eligible list until he had successfully passed examinations ranging from 500 to 2,000 samples with a correct percentage of 85 points or better. Then, even after successfully passing such examinations, the promotions from subordinate positions were not made to deputy inspectorships, but were to sub-deputy inspectorships, from which appointments promotions were made to the deputy inspectorships as they were shown to be necessary.

Unbiased Grading.

The evidence introduced by this department before the Senate and House investigating committees disclosed that our grain inspectors had no knowledge of the ownership of the grain they were grad-



ing; they neither knew the station from which it was shipped, the consignor, the consignee, nor any other fact of ownership, so that beyond question there was only one thing for them to do with any given sample of grain and that was to grade it fairly and strictly on its merits in accordance with established Minnesota grade rules.

## Mixing Grades.

Considerable attention was given by the House investigating committee to the question of mixing of grades in the terminal elevators particularly at Minneapolis. This is a matter wholly under the supervision of Minnesota law, and it was conclusively and clearly shown to both committees that this practice did prevail and that it had the sanction of the law. Sections 2053 of the Revised Laws of 1905, as amended by Chapter 82 of the Laws of 1909, which subsequently became and now is Section 4441 of the General Statutes of 1913, is the law in question. This permits the blending of grades in the terminal elevators and it was conclusively shown that the department had fairly and carefully graded the grain received at the terminals in accordance with the Minnesota grade rules, and had as carefully and fairly graded the grain shipped from those same terminals.

The intermingling or mixing of different grades of grain resulting in the improving of low grades to a higher grade is considered by all grain men and handlers as legitimate a business as the improving or mixing of any article in any other line of business.

The grading of grain is largely a matter of judgment, and no rules for this can be laid down that do not allow a certain range for every grade of grain. On this account there is a higher and lower level in every grade, and by mixing certain proportions of the choice qualities of, we will say, one and two northern wheat, the proportion of the lower grade used can be raised so as to make a mixture equal or better than the average run of the higher grade.

Wheat that is put in the two northern grades may have all the qualities of one northern but one; for instance, it may be bleached a little too much, or it may be too light in weight, or have other deficiencies, but by mixing it with one northern of maximum weight and of good color, it brings it up to the average level of the upper grade. To accomplish these results it is necessary to have elevators equipped with special machinery for handling and improving this class of wheat.

There are two classes of elevators at Minneapolis and Duluth—the public and the private. The public elevator affords the shipper the privilege of storing his grain where different grades are not allowed to be mixed, except at the request of the owner to clean, dry, mix and otherwise improve of the value of such grain. This class of elevators is entirely under the control of the state grain department; the private elevator is not under the control of the state, except by courtesy. They may be classed as grain merchants; they buy all grain which they store from owners or their representatives, by sample or grade, selecting only such as they in their judgment think can be improved by handling and mixing. Wheat that is graded "No Grade" on account of being too wet to store, unless handled and dried, or wheat that is tainted with smut or exceedingly dirty; this class of grain is thought by persons not conversant with the grain business to be no good, in fact worthless, while as a matter of fact it may be, if dried and carefully handled by brushing, fanning and cleaning, entitled to the highest grade.

Prior to the inception of the private elevators at Duluth, with the exception of a very small quantity which was bought at that time by one or two small local flouring mills, all wheat that graded below two northern (and even that grade could only be sold in limited quantity) had to find a market elsewhere. Shippers were notified not to ship their low grades to Duluth, but to Minneapolis or some other market where it could be disposed of to better advantage on account of the private elevators. That the mixing of wheat does not injure the producer, but as a matter of fact is a benefit, is well known to all conversant with the grain business; it increases the number of buyers, creates competition, and results in a premium above the price of the regular grade for the choice lots or cars of each grade.

Different grades of grain cannot be mixed in public elevators, unless by request of the owner, but the law does not prevent an owner of grain from mixing different grades or different qualities in his own elevator, where he is not storing and handling grain for the public. No prominent market in the United States is without these facilities. In the absence of such facilities to handle grain that is wet or otherwise unfit for storage in the public warehouses the producers and shippers of such grain would be deprived of a competitive home market and a large and legitimate business would be driven past our doors.

The proposed investigation has no terrors for the Minnesota grain department. We will welcome, as we always have, the closest kind of scrutiny

from any committee of fair minded men. It would, I am sure, set at rest the agitation in regard to the handling of grain, which has been kept at a boiling point by a few unscrupulous politicians for their personal aggrandizement for several years.

Very truly yours, F. W. EVA,  
St. Paul, Minn. Chief Grain Inspector.

## SOME CHANGES IN OKLAHOMA

*Editor American Grain Trade:*—J. D. Chalfant, R. E. Nelson and E. W. McCormick have purchased the elevator plant of W. U. Baker at Hobart, Okla., which has been operated under lease by the Chalfant Nelson Grain Company of Clinton, Okla., for the past year.

The new firm of Chalfant, Nelson, McCormick Company will conduct the business after May 1 with Mr. E. W. McCormick as manager, Mr. McCormick now being in charge of the business.

The elevator plant of the Arapaho Mill and Elevator Company, defunct, has been bought by W. Miltenberger of Clinton, who is doing some overhauling and repair work.

Wheat prospects for western and southwestern Oklahoma are extremely good, with plenty of moisture and a large increase in acreage over last year.

Yours truly,  
CHALFANT NELSON GRAIN COMPANY.  
Clinton, Okla.

## INVESTIGATION WELCOME IN MOBILE

*Editor American Grain Trade:*—I think all honest inspectors should take the implied criticism in the Manahan resolution as a personal matter and co-operate with the committee. While I don't say they are all honest, I feel that the majority are not careless or crooks.

For seven years I was one of the inspectors for the Nashville Grain Exchange at Nashville, Tenn., and anyone can investigate the records of that exchange to satisfy himself as to the honorable way in which it is conducted. While I have only been inspector for this market a few months, I feel sure that all with whom I have had dealings will endorse me as for honesty and straight dealing. In or out grades are the same with me, and with other in-

spectors whom I know personally and have had dealings with.

I feel that the investigation will be for the best interest of the grain exchanges of the country if it is thoroughly made. It will help to establish uniform grades by getting rid of any inspector who may want to play favorites. I am for any progressive move to help establish uniform grades throughout the country. An honest man's office in my opinion should be an open book.

Respectfully,  
J. T. POPE,  
Chief Grain Inspector.

Mobile, Ala.

## RAISING GRADES BY TREATMENT OF GRAIN LEGITIMATE

*Editor American Grain Trade:*—The charge made by Representative Manahan that it was the common practice to grade grain out at the principal markets more leniently than it was graded in, insofar as this department is concerned is not true, and I desire to enter my protest against any such misstatement of facts. All grain inspected by this department is graded on its merits and given the grade to which the grain is entitled, whether on arrival or for shipment. It is true the elevators in a great many instances clean, improve and dry grain, thereby improving and raising the lower grades to a higher grade, which is perfectly legitimate and to which the owners of the grain are justly entitled.

Good, sound, clean No. 3 and No. 4 corn containing 17, 18 or a fraction over 19 per cent moisture can be and is quite frequently dried down to 14, 15 or 16 per cent moisture, thereby improving the grain and raising the grade to good No. 2. Other kinds of grain that are trashy, dirty, slightly tough or mixed with one another, by cleaning and separating are quite often raised one or two grades.

Nearly, if not all the large elevators have the necessary facilities for cleaning, drying and improving the lower grades of grain and they are certainly entitled to the benefit derived therefrom.

Yours truly,  
M. C. FEARS,  
Chief Grain Inspector.

Kansas City, Mo.

# FIRES—CASUALTIES

The elevator of David Coutts, Jr., at Belfield, N. D., was partially destroyed by fire on February 28.

The elevator of the Cargill Elevator Company at Willow City, N. D., was totally destroyed by fire on March 2.

The elevator of the Thomas Milling Company at Fay, Okla., was destroyed by fire recently, entailing a loss of \$3,000.

The hay and grain warehouse of Adam Diehl & Sons at Pittsburgh, Pa., was recently destroyed by fire, with a loss of \$32,000.

Osterhout, Green & Co., of Norfolk, Va., suffered a loss of about \$300 on February 16, when their hay and grain warehouse was damaged by fire.

Fire swept a portion of Sheller, Ill., on March 4, destroying S. L. Hetherington's elevator, a store and the Wabash depot, entailing a loss of \$10,000.

Fire on February 25 destroyed the feed store of O. P. Myers of South Bend, Ind. The blaze originated from a stove and the loss was about \$500.

The storage warehouse at Guthrie, Okla., owned by David Weinberger, was burned recently, the loss amounting to \$600. The house was filled with hay.

Last month the Central Elevator at Leland, Iowa, owned by J. F. Dunbar, was destroyed by fire. It contained several hundred bushels of oats and corn.

The grain house of L. Young at Mineral Ridge, Ohio, was burned last month together with 300 bushels of oats, two tons of feed and a quantity of seeds.

Fire destroyed the office of the Burgess Elevator Company at Edmore, N. D., last month. An overheated stove is believed to have been responsible for the blaze.

Max Pescowitch, aged 44 years, was painfully injured on February 22 at Winnipeg, Man., when he was crushed in an elevator shaft in the Western Canada Flour Mills.

The grain warehouse at Penawawa, Wash., with a quantity of grain, was recently destroyed by fire. There was \$2,500 insurance on the building but little insurance on the grain.

A gasoline engine started a fire in the elevator of Thos. Larson and Frank Huntimer at Colton, S. D., which destroyed the house and about 15,000 bushels of grain, 10,000 bushels of which were bar-

ley. The house was operated by W. Z. Sharpe of Sioux Falls, S. D. There was \$4,000 insurance on the stock.

The Connecting Terminal Elevator at Buffalo, N. Y., owned by the Pennsylvania Railroad, burned on March 9. It contained 137,000 bushels of wheat, and the loss is estimated at \$400,000.

Thieves are believed to have been responsible for the loss of several hundred bushels of oats which leaked from a bin in the elevator of Pratt & Pratt at Roseville, Ill., on February 16.

Fire, starting from a defective flue, destroyed the elevator of the Montpelier Grain and Milling Company at Montpelier, Ind., on February 27. The loss was \$15,000, with \$8,000 insurance.

The Union Warehouse at Redmond, Ore., was destroyed by fire last month, entailing a loss of \$32,000, of which a \$20,000 loss falls on farmers. The fire is said to have been of incendiary origin.

A loss of \$15,000 resulted from the burning of the elevator at Wellsburg, Iowa, owned by M. H. Tjaden on February 23. The building contained 30,000 bushels of grain, which was entirely destroyed.

A building at Battle Creek, Mich., was wrecked on February 18, when grain stored on the second floor by the Arnold Milling Company caused the building to collapse. Two workmen narrowly escaped death.

The warehouse of the Flushing Hay and Grain Company, Flushing, N. Y., was destroyed by fire on February 17. At the time of the fire there was stored in the building about 10 carloads of hay, grain and feed.

The elevator at New Hudson, Mich., owned by Louis Beach, was destroyed by fire on February 28. The house contained several hundred bushels of rye, beans, potatoes and wheat, and Mr. Beach estimated his loss at \$1,000 above his insurance, which amounted to \$4,000.

The new Farmers' Elevator at Panola, Ill., was entirely destroyed by fire last month, the loss amounting to about \$12,000. Ten thousand bushels of grain stored in the building were also consumed, the loss said to be covered by insurance. An overheated stove in the office is believed to have been the origin of the flames. The house was built about



a year ago and plans are now being made preparatory to the building of a new house.

William Clark was fatally injured on February 16, when he fell a distance of 24 feet from the upper floor of the Horn Elevator at Port Arthur, Ont., while engaged in sweeping. He was 28 years of age and leaves a widow.

Eight thousand bushels of grain, mostly wheat, were destroyed when the Heising Grain Company's elevator at Northwood, N. D., was burned on February 26, entailing a loss of \$12,000. Two other elevators narrowly escaped destruction.

A stack of baled hay, containing about 300 tons, on a ranch near Hanford, Cal., was destroyed by fire on February 14. It was owned by Fred Mills and valued at about \$5,000, partly covered by insurance. The hay was surrounded by three feet of water during the recent floods.

Ernest Lindsey, who is employed in the Farmers' Elevator at Monticello, Ill., was painfully injured on February 18, when he was caught in machinery and thrown on a belt, making an entire revolution before he was rescued. He suffered a broken rib, his shoulder was bruised and the ligaments of his arm were badly torn.

The Farmers' Elevator, a comparatively new house at Brewster, Minn., was recently destroyed by fire, together with about 25,000 bushels of grain. The blaze is believed to have been caused by an over-heated shaft in the top of the elevator. The total loss amounted to about \$21,000, \$8,000 on the building and \$13,000 on the grain.

Early in the morning of March 2 fire seriously damaged the malthouse of the Waterloo Malting Company, Waterloo, Wis., causing a loss of \$35,000, covered by insurance. The property was leased by the Badger State Malting Company. The blaze, which started in a fan, did not damage the elevator and kilns. The company will soon rebuild.

The Morten Milling Company of Dallas, Texas, sustained a loss of \$5,000 on February 17, when its new steel grain tank collapsed and spilled 25,000 bushels of wheat. Green concrete is thought to have been responsible for the settling of the foundation. No one was injured, as precautions were taken, the settling having been watched for several days.

Fire swept the three upper floors of the six-story brick structure of the Northwestern Grain and Malt Company, Chicago, on March 10. The blaze was discovered on the third floor, and before an alarm could be answered it had spread rapidly to the upper floors. In the malting house at the time of the fire were stored 50,000 bushels of barley and the greater portion of it was destroyed.

Fire of unknown origin completely destroyed the elevator of the Farmers' Grain Company at Hartsburg, Ill., last month, causing a loss of \$10,000, largely covered by insurance. About 10,000 bushels of grain were consumed. The house was formerly known as the Mangas Elevator and was purchased by the Farmers' Elevator Company about 10 years ago. It is stated that the house will be rebuilt.

Fire believed to have been smoldering for hours broke out in Elevators 1 and 2 of F. H. Peavey & Co. at Minneapolis, Minn., on February 17, and caused slight damage. Prompt action of firemen and the work of the automatic sprinklers saved nearly a million bushels of wheat in storage from destruction. The burning wheat caused such a dense smoke that the men were forced to work in relays. Defective wiring is believed to have caused the blaze.

Fire believed to have been of incendiary origin totally destroyed the elevator and feed barn of Minert & Nagel at Waukon, Iowa, on February 22. The loss was estimated at \$12,000, partly covered by insurance. The elevator was located in the center of the business district of Waukon and for a time it was feared that the flames could not be confined to the building, owing to a strong wind. Every available citizen was pressed into service and surrounding buildings were saved.

Forty men employed in loading grain into freight cars from the ice-covered ruins of the Minnesota Anux Elevator at Chicago narrowly escaped death on February 21 when a huge mass of ice, brick and frozen grain fell and crashed to a platform where the men had been standing about two minutes before the accident. The platform was demolished and two men who had lingered after the day's work was over were partially buried by the falling debris and quite seriously injured. Following the avalanche, the fire, which had been smoldering for some time, broke out afresh and kept the firemen busy for several hours.

A complete settlement of insurance has been made on last month's fire at the Minnesota annex of the Armour Grain Company. Total loss was paid on buildings and machinery and grain was settled on a basis of \$872.69 per \$1,000 insurance. Grain salvage was quite an important item to the insurance companies.

## IN THE COURTS

The Katy Mill and Elevator Company, Caddo, Okla., has filed a petition in voluntary bankruptcy.

L. C. Paul of Cedar Falls, Iowa, has brought action against the Farmers' Hay and Grain Company, Kearney, Neb., for \$136.12.

The Alfalfa Products Company of Billings, Mont., it is reported, has filed a petition in bankruptcy. It stated its liabilities at \$29,787 and its assets at \$23,975.

W. M. Scheibley of Streator, Ill., who sued the Chicago & Alton Railroad for damages sustained when his grain elevator was destroyed on October 14, received a judgment of \$4,000.

A compromise was reached in the case of Louis Gerhardt against the Warner Elevator Company, Cincinnati, Ohio, for \$10,940 damages for personal injuries, and the plaintiff was paid \$1,000.

In the case of Beamish vs. James Richardson & Sons, grain brokers of Winnipeg, Man., the appellant, a farmer, alleged that the brokers handled wheat for him in 1910 and 1911. The settlements were put through the clearing house, the result being a debit of \$1,200 against the appellant, which

he refused to pay, alleging that the brokers did not follow instructions.

W. S. Arthurs, president of the Bouton Bank, Bouton, Iowa, has been named as receiver for the Bouton Farmers' Elevator Company.

Suit for \$30,000, three times the amount alleged to be due as excess freight charges, was filed on February 21 by Langenberg Brothers, grain dealers at St. Louis, Mo., against the Wabash, Chicago, Burlington & Quincy, Rock Island, Missouri Pacific and the Missouri, Kansas & Texas railroads.

Eleven deputy grain inspectors filed suit in the Circuit Court, Chicago, on February 20 against the State Civil Service Board for reinstatement. The men were ejected with the incoming of the Dunne administration on the ground that they were not properly certified as civil service appointees.

Manuel Ventura of Alamo, Cal., recently brought suit against Scott, Magner & Miller, hay dealers of San Francisco, Cal., who refused to pay the price agreed for hay, alleging that the shipment had in part soured. The matter was settled by a referee and Ventura was paid a few dollars less per ton than he sued for.

## HAY, STRAW AND FEED

A feed store has been opened at Nowata, Okla., by C. F. Merrow.

Thomas Wilson, Sr., has opened a feed and grain store at Luling, Texas.

Rev. E. L. Griffin has opened a feed and grain business at McKinney, Texas.

David Blain and J. C. Justice will open a feed and grain store at Edna, Kan.

John Golden has purchased the feed, poultry and egg store of W. H. Ricks at Escondido, Cal.

R. E. Perry and C. W. Ellis have opened a flour, feed and grocery business at Henryetta, Okla.

Mort Phillips has taken over the feed store at Supply, Okla., formerly conducted by Starr Brothers.

Dick Goebel and Frank Buckman have taken over the Coyle Feed Store at Cimarron, Okla., from J. W. Wiley.

The Cutler Grain Company of West Brookfield, Mass., has purchased the Worcester Hay and Grain Company.

Frank Campbell and Estus Moody have purchased the business of the Delwood Feed Company at Delwood, N. C.

Geo. N. Goodier and Cleveland Crow will open a feed and grain store in a new brick building at Dardanelle, Ark.

G. L. Gates has sold his interest in the feed store operated by Burns & Gates at Big Springs, Texas, to W. L. Souther.

E. M. Beam's Sons will carry a line of feed in connection with their new building material business at Shelby, N. C.

C. G. Barnes, president of the Albion Milling Company, Albion, Neb., has sold his flour and feed store at Douglas, Wyo.

Geo. Francher of Waupaca, Wis., has taken over the flour and feed store at Dodgeville, Wis., formerly owned by D. D. Lewis.

R. W. King & Co., Chicago, are completing their hay, grain and feed plant at Root and La Salle Streets, to replace the plant destroyed by fire several months ago.

Cruikshank & Robinson, who have been operating a hay and grain business at Columbus, Ohio, have discontinued the grain department to devote their entire attention to hay.

M. Frankel, dry goods dealer at Eagle River, Wis., will add a stock of feed, flour, hay and groceries to his business, having purchased a building for warehouse purposes.

The Hackensack Grain and Hay Company, Hackensack, N. J., has been reorganized by several well known hay men of New York City. The president is John E. Murray; secretary, A. D. O'Neill; treas-

urer, Geo. C. Brinkerhoff, and manager, Wm. Schaaff. The capital stock is \$25,000.

W. E. Thompson has purchased an interest in the feed business of G. A. Mitchell at Crowell, Texas, the firm name to be Thompson & Mitchell.

E. G. Black, general manager of the Chickasha Elevator at Carnegie, Okla., and John Evans have established a general feed store at Carnegie.

H. B. Thomas, feed and fuel dealer at San Bernardino, Cal., is building a cement warehouse, 70x25 feet in size. Later Mr. Thomas expects to replace his present building with a cement structure.

The Mountain State Feed and Supply Company has been incorporated at Parkersburg, W. Va., with a capital stock of \$20,000. The incorporators are L. W. Reitz, J. J. Hensley, William Devore, J. Loyal Gilbert and O. M. Schultz.

Postmaster General Burleson has withdrawn the privileges of the mails from Johnson & Co., and the Interstate Hay Company, of Goshen, Ind., both charged with conducting fraudulent operations in the sale of grain, hay and straw.

The Witte-Schiller Company has been incorporated at Yoakum, Texas, for the purpose of conducting a feed and grocery store. The incorporators are H. P. Witte, V. J. Schiller, August Wunderlich, Otto Jareszewski and George Wehmann.

The Selah Feed and Grain Company, Inc., has been organized at Seattle, Wash., with a capital stock of \$3,000, by F. W. Clark, P. Mossoth, North Yakima, Wash.; C. P. Sutorius, E. W. Jones, Alfred Johnson and John A. Ostberg, Selah.

The Millville Co-operative Coal, Feed and Supply Company of Millville, Ohio, has been incorporated to deal in general merchandise. The incorporators are Earl Vanlue, Henry Spangenberg, William Yordy, James W. Krauth and A. G. Cochran.

### THE ST. LOUIS HAY MARKET

The Martin Mullally Commission Company of St. Louis, Mo., reports March 6: "Receipts of hay during the past week were liberal, being 391 cars in compared with 257 cars the preceding week, and the offerings of tame hay consisted mostly of clover and heavy clover mixed, and the demands for such hay were fair. The inquiry has been principally for straight timothy and light clover mixed. The offerings of straight timothy hay met ready sale at steady prices, and the market is practically bare of such hay, and we advise prompt shipments. In fact, the movement here was pretty free on all grades, though prices on clover and heavy clover mixed were easier. Choice clover is selling from \$15 to \$16, No. 1 from \$14 to \$15 and No. 2 from \$12 to \$13.50.

"Prairie hay is in light offerings, and what little arrived is mostly from Iowa, and was of a rather



poor quality. No. 2 and lower grades of Iowa are moving slowly at from \$8 to \$10 per ton. The market is practically bare of Oklahoma and Kansas, and very little Nebraska coming, and there is an excellent demand for No. 1 and choice prairie. No. 1 Nebraska is selling from \$14 to \$15, No. 2 from \$11.50 to \$12.50, No. 3 from \$9 to \$10.

"Alfalfa hay is ruling firmer, offerings light, and demand right good, particularly so for No. 1 and choice green. The movement on alfalfa hay here the past week was very free, and the market kept well cleaned up right along, and is practically bare of all grades. Choice is worth from \$18 to \$19, No. 1 from \$16 to \$17.50, No. 2 from \$13 to \$14.50, No. 3 from \$11 to 12.50 per ton. Straw is in good demand at from \$6.50 to \$7 per ton."

#### HAY MARKET AT PITTSBURGH

Samuel Walton & Co., Pittsburgh, Pa., say of the hay market March 6: "The severe storm we had on March 1 and 2 caused lighter receipts of hay and created an increased demand for No. 1 timothy hay, good green No. 1 clover and No. 1 clover mixed hay, hence the prices of such grades have advanced with all arrivals finding ready sale. Lower grades of hay continue to be dull and neglected. Small stem green No. 1 clover and No. 1 clover mixed hay can be handled readily at quotations below."

"We continue to have a fair demand for good fine soft prairie packing hay via the Pennsylvania Line. The receipts of straw continue light with the price somewhat higher. The receipts of oats have been light, and, as predicted in our letter of the 27th ult., prices have advanced.

"There continues to be a good demand for sound clean No. 2 yellow ear corn—with all arrivals finding ready sale at slightly higher prices. There is a liberal supply of shelled corn, with the market inclined to be weak."

#### THE SCOTTISH HAY CROP

It has been estimated that the hay crop of Scotland averages about 880,000 long tons annually and the imports of this product are small. The imported hay is largely Canadian-grown timothy while alfalfa is not used, although cattle feeders have no objection to it. The hay grown in Scotland consists largely of rye grass and clover, the yield in a favorable season ranging from one and three-quarters to three long tons per acre. Timothy is grown to some extent, but it is a very small proportion of the entire crop. Hay is used principally for horse feed and in winter for dairy-stock feed; cattle in general subsist on pasture and in winter on root crops and moderate quantities of second-quality hay.

## OBITUARY

Mr. Jordan, manager of the Farmers' Elevator Company at Saybrook, Ill., died on March 3.

Charles F. Wilson, aged 66 years, passed away in Brooklyn, N. Y., on February 21. He was a dealer in grain, feed and hay.

William Yeaton, grain dealer, passed away at his home in Concord, N. H., on February 16, following a three weeks' illness.

Elijah J. Richards, aged 76 years, for many years engaged in the hay and grain business at Taunton, Mass., passed away on February 14.

David Tough, who had been engaged in the grain business more than half a century in Hardin County, Ohio, passed away at Kenton, last month, aged 84 years.

Cassius M. Fairman, a member of the Chicago Board of Trade, was found dead on the Chicago & North Western Railroad tracks near West Chicago on February 28.

John J. Brady, a member of the Chicago Board of Trade, died at his home in Lombard, Ill., on February 20, following a brief illness from pneumonia. Mr. Brady was 42 years of age.

W. J. Wells, one of the oldest members of the Toronto grain trade, passed away at Toronto, Ont., on February 17. Mr. Wells had been bookkeeper in the office of Stark Brothers, grain merchants, for many years.

Thomas L. Morton, a pioneer grain dealer of Manitoba, Canada, formerly in business in Gladstone, passed away at Winnipeg last month. He was a member of the Winnipeg Grain Exchange and connected with the firm of Morton & Pierson.

L. O. Hickok of the firm of L. O. Hickok & Son, contractors and engineers at Minneapolis, Minn., passed away on February 23. Mr. Hickok had been in business in Minneapolis for the past 15 years as designer and builder of elevators, storage tanks and grain handling plants.

Joe McGann, formerly a trader on the Chicago Board of Trade and later a bookkeeper, committed suicide at Chicago last month. He registered at the Commercial Hotel as John Murphy and killed himself during the night. He had been known to the board for 25 years.

Frank A. Talpey, a member of the Kansas City Board of Trade, passed away at his home in that city on February 23, of heart disease. Mr. Talpey had been a member of the board since 1888. For a number of years he has been cash grain buyer for a number of Kansas City mills.

L. B. Edmonds, former manager of the Columbia Elevator at Morristown, N. D., died at the home of his brother, E. S. Edmonds, at Smithland, Iowa, recently. Mr. Edmonds was 63 years of age and was born at Plattville, Ill. He is survived by two sons, one daughter, a brother and a sister.

Edward Gunderson, grain commission merchant, passed away at his home in Minneapolis, Minn., after a brief illness last month. Mr. Gunderson was one of the prominent figures on the Minneapolis Chamber of Commerce. He was born in Kenyon, Minn., and was 50 years of age. He is survived by his wife and two small children, and three

brothers widely known in the grain trade, G. B. Gunderson of the Minnesota Grain Company; M. T. Gunderson of Kenyon, Minn., and Carl Gunderson of Milwaukee, Wis.

George Jefferson Gibbs, secretary of the Texas Grain Dealers' Association, died at his home in Wichita Falls, Texas, last month, following a stroke of paralysis which he suffered last November. Mr. Gibbs was 59 years of age and was formerly president of the Texas Grain Dealers' Association.

R. W. Denton, grain dealer at Leavenworth, Kan., passed away at Cushing Hospital on February 17, following an operation performed three weeks previous to his death. His wife was also seriously ill in the same hospital following an operation. Mr. Denton was associated with his father in the elevator business.

William E. McHenry, formerly an active member of the Chicago Board of Trade, died on February 17. Mr. McHenry was a member of the board from 1875 to 1902, and was vice-president of that organization in 1881 and 1882. At one time he was one of the most active brokers in the grain trade of the world. Mr. McHenry's health failed and he disposed of his membership on the exchange and for a time held positions in the employ of the Government.

John F. Wernwag, for over a quarter of a century a grain dealer at Blairstown, Iowa, and a resident of Cedar Rapids, Iowa, for about 14 years, died at the latter city on March 2. Mr. Wernwag was born in Columbiana County, Ohio, and spent the early part of his life in that vicinity. In 1867 he went to Blairstown, where he entered the grain business, in which he continued until 1900, when he retired from active business. Mr. Wernwag is survived by his wife and two daughters.

Edward S. Obenchain, pioneer Illinois grain dealer, died at his home in Urbana, Ill., on February 17. He was one of the early grain men of Champaign County and was formerly engaged in the business at Penfield, the firm being known as Bear & Obenchain. Mr. Obenchain was born in Virginia in 1832 and removed with his family when a child to Indiana, later going to Ohio, where he was educated. In 1856 he moved to Illinois and settled in Macon County, residing later in Piatt County until 1872, when he went to Champaign County. Mr. Obenchain is survived by his wife, two sons and three daughters.

The death of Jacob Hauss of the grain firm, Hauss & Bitler, Wapakoneta, Ohio, occurred at St. Petersburg, Fla., where he, in company with his wife, had gone to spend several weeks. On February 5 Mr. and Mrs. Hauss left Wapakoneta on a business and pleasure trip and Mr. Hauss seemed to be in very good health. Stomach trouble is believed to have caused his demise. He was born in St. Mary's, Ohio, in 1854, and went to Wapakoneta when he was 16 years of age. When very young he began work in a hardware store, but later established an elevator with Philip Jacobs. Eventually he purchased Mr. Jacobs' interest and continued the business until 1896, when he sold out and took a position as cashier in the First National Bank, remaining until 1904, when he entered into

partnership with William Bitler, who was engaged in the grain business. Mr. Hauss was a member of the advisory board of the Tri-State Grain Producers' and Dealers' Association and the Ohio Grain Dealers' Association and associated with many business enterprises in Ohio and Florida. His loss will be keenly felt in the grain trade of his district. He is survived by his wife, two sons, two brothers and two sisters.

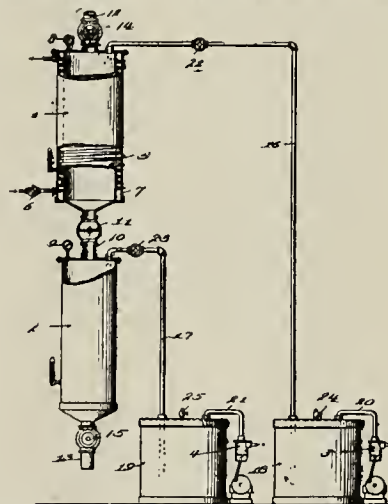
John B. Phillips, aged 89 years, one of the early grain dealers of Baltimore, Md., passed away last month. Mr. Phillips was one of the founders of the old Corn and Flour Exchange, now the Baltimore Chamber of Commerce. He was born in Wickford, R. I., and the house in which he was born was recently presented to the city of Wickford as a relic of the Revolutionary War. Mr. Phillips engaged in the grain business at Baltimore with his brother in 1838 under the firm name of Samuel Phillips & Co. He is survived by three children, one son, Samuel Phillips, being connected with the firm of Rosenbaum Brothers of Chicago.

## GRAIN TRADE PATENTS

Issued on February 10, 1914

Process of Drying Corn.—Charles W. Stanton, Mobile, Ala., assignor to the Mobile Company, Mobile, Ala., a corporation of Alabama. Filed May 22, 1913. No. 1,086,950. See cut.

Claim.—A grain drier comprising a pair of superposed air-tight vessels and a spout connecting the lower end of the upper vessel with the upper end of the lower ves-



sel, the upper vessel being provided at its top with an inlet spout and the lower vessel at its bottom with a discharge spout; a gate valve arranged in each of said spouts for controlling the passage of the grain into and from said vessels; and a separate vacuum pump connected with each vessel for creating a high vacuum therein.

Grain Door.—Orin J. Miller, Hurdsfield, N. D., assignor of one-half to Irwin Humes, Cutler, Ind. Filed March 13, 1913. No. 1,086,780.

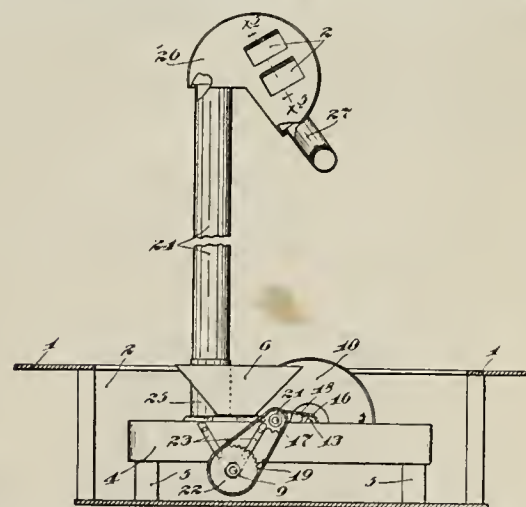
Issued on February 17, 1914

Concrete Silo.—Alexander J. Stoesser, Chicago, Ill. Filed August 21, 1912. No. 1,087,697.

Grain Door.—Herman J. Sweitzer, Putney, S. D. Filed June 10, 1909. No. 1,087,837.

Grain Elevator.—Hans O. Kise, Hanley Falls, Minn. Filed August 8, 1912. No. 1,087,667. See cut.

Claim.—In a device of the kind described, the combination with a stack and a support therefor, of a hood mounted on the upper end of said stack and arranged



to receive therefrom, said hood having a discharge opening located below the delivery end of said stack and being movably mounted with respect to said support, to permit its discharge opening to be rotated around the axis of said stack, and a discharge pipe swiveled in the discharge opening of said hood and having a laterally extended discharge opening, substantially as described.

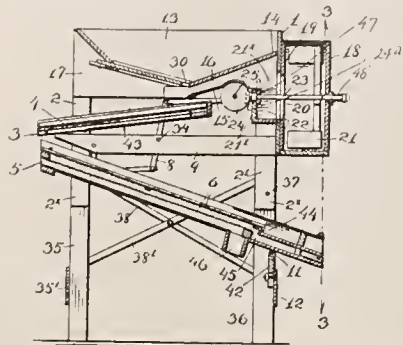
Grain-Purifying Process.—Earl H. Reynolds, Chicago, Ill. Filed July 31, 1911. No. 1,087,684.

Claim.—A process of purifying grain, consisting in superficially moistening the grain with a solution of common salt and subjecting it, while so moistened, to sulphurous whitening fumes, substantially as specified.



Grain and Seed Cleaner, Separator and Grader.—Charles N. Hatfield, Fountain City, Ind. Filed June 16, 1913. No. 1,087,765. See cut.

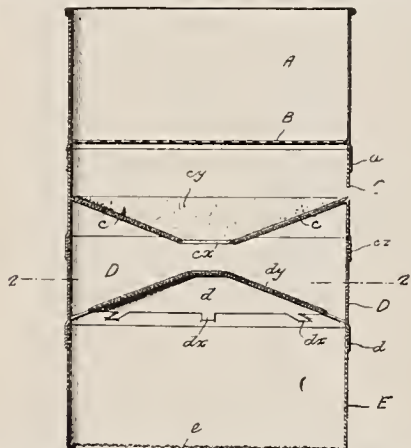
Claim.—In a grain and seed cleaner, separator and grader, a supporting frame having uprights at each side, a lower shoe hung at its upper end within the



uprights and capable of folding at its lower end within the uprights into approximately horizontal position, legs pivoted at their upper ends at different levels to and normally in alignment with said uprights, said legs being foldable into approximately horizontal position at different levels, and cross braces for the legs at each side automatically foldable and unfoldable with said legs.

Grain Tester and Seed Separator.—Alfred C. Engelstad, Kathryn, N. D. Filed June 21, 1913. No. 1,087,746. See cut.

Claim.—In a device for separating grains, a receptacle provided with a funnel-shaped partition having a central opening in its bottom, said partition being provided

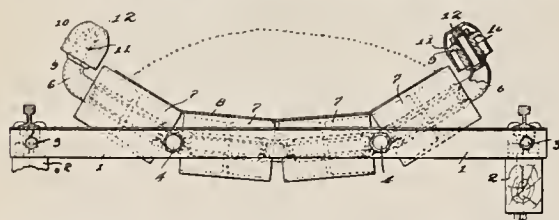


with a fibrous covering adapted to engage projecting portions of certain of the seeds or grains, the bottom portion of said receptacle being arranged to retain the remaining seeds.

Issued on February 24, 1914

Conveyor-Belt Support.—Freeman R. Willson, Columbus, Ohio, assignor to the Jeffrey Manufacturing Company, Columbus, Ohio, a corporation of Ohio. Original application filed February 3, 1908; divided and this application filed April 17, 1913. No. 1,088,195. See cut.

Claim.—In a conveyor belt support the combination of a framework, a set of troughing pulleys mounted there-

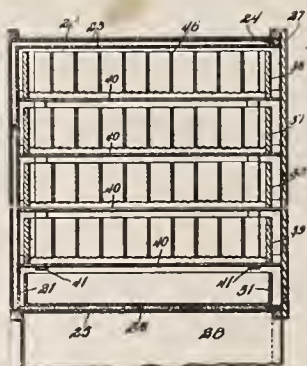


on, and a guide pulley with its axis approximately at right angles to the face of the adjacent troughing pulley, said guide pulley being gradually reduced in diameter at its upper portion.

Conveyor-Belt Support.—Freeman R. Willson, Jr., Worthington, Ohio, assignor to the Jeffrey Manufacturing Company, a corporation of Ohio. Filed February 3, 1908. Renewed January 26, 1914. No. 1,088,644.

Seed Corn Tester.—Samuel Carlson, Elk Point, S. D. Filed November 13, 1912. No. 1,088,534. See cut.

Claim.—A seed corn tester comprising a casing, means for heating the same, a water containing pan removably mounted in the base of the casing, said pan being



provided with a drain outlet at or near the top thereof, a series of drawers removably mounted in the casing above the pan and each provided with a drain outlet at or near the bottom thereof, and a partition rack

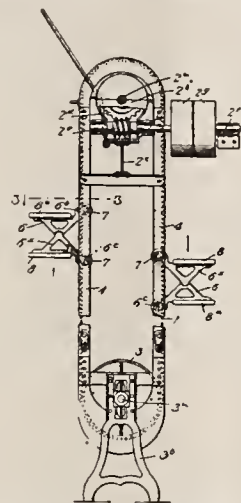
reciprocably mounted in each drawer and provided with a perforate bottom.

Grain Door.—David Levi Williams, Blanchard, N. D. Filed February 20, 1913. No. 1,088,004.

Elevator.—Martin F. Behrend, Plymouth, Wis. Filed May 31, 1913. No. 1,088,395.

Elevator.—Edwin H. Grantham and John B. Cornwall, Moline, Ill., assignors to the Barnard & Leas Manufacturing Company, a corporation of Illinois. Filed February 25, 1913. No. 1,088,564. See cut.

Claim.—An elevator of the character described comprising an endless carrier, pairs of grooved bars beside the carrier, opposed brackets pivotally connected

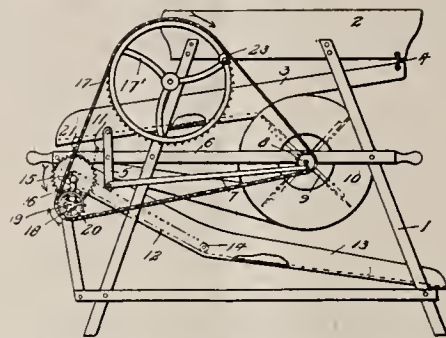


together at a point beyond the carrier, and also pivoted to said carrier near their inner ends and having their inner ends operatively engaged with the said grooved bars, and a platform supported by said brackets.

Grain-Cleaning Mill.—Halvor E. Hoines, Minne-

apolis, Minn. Filed July 29, 1913. No. 1,088,577. See cut.

Claim.—In a cleaning mill, the combination of a grain hopper, grading sieves for assorting the grain, blast means for cleaning the grain, a conveyor member for catching and removing foreign seed from the grain, said conveyor member operating in a direction opposite to the flow of said grain, a conveyor cleaner for removing



foreign seed from the conveyor, a shaft for said cleaner, gearing connecting the shaft with the conveyor, common operating means for the blast means, the conveyor, and conveyor cleaner, including a drive sprocket on the shaft aforesaid, and means for connecting or disconnecting the sprocket with or from the shaft to thereby operate or render inoperative the conveyor member and conveyor cleaner.

Wagon Scale.—Joseph R. Stretesky and Percy L. Larned, Bonne Terre, Mo. Filed March 15, 1913. No. 1,088,479.

Issued on March 3, 1914

Elevating Apparatus.—John H. Gilman and Albert E. Gilman, Ottawa, Ill., assignors to King & Hamilton Company, Ottawa, Ill., a corporation of Illinois. Filed March 18, 1912. No. 1,089,125.

Storage Bin.—Robert E. Baker, Cleveland, Ohio. Filed May 23, 1912. No. 1,088,762.

## FIELD SEEDS

Miss Louise Allen has been appointed State Seed Inspector for Nebraska.

S. J. Franklin of Beaver City, Neb., will construct a seed warehouse this spring.

W. D. Wise & Co., wholesale grain and seed dealers at El Paso Texas, have installed a seed tester.

The St. Louis Grain Club of St. Louis, Mo., has determined to assist the farmers of Missouri in the selection of seed grain.

The United States Seed Company of Missouri, capitalized at \$50,000, has made application for authority to operate in Texas.

The Routzahn Seed Company of San Luis Obispo, Cal., has been incorporated with a capital stock of \$100,000. The incorporators are L. C. Routzahn, P. M. Gregg and others.

A meeting was held at Twin Falls, Idaho, for the purpose of organizing a local seed growers' association and to secure the state seed convention in Twin Falls next January. O. G. Zuck was elected permanent chairman of the organization, with E. V. Berg secretary and treasurer.

One hundred and seventy-five thousand dollars have been appropriated in the state of Oregon for the purchase, propagation, testing and distribution of new and rare seeds, and \$100,000 of the amount is to be used to distribute such seeds with a view to the spreading of new crops.

According to an announcement, the Buffum Pure Seed Company of Chicago will engage in extensive seed raising in northern Wyoming and eastern Montana. It is said that the company will acquire a large acreage in dry farming localities for the production of drouth-resisting grains intended for dry farming purposes.

### A TYPICAL SEED TEST

The increasing demand for pure seeds and the establishment of seed testing laboratories at various state universities and agricultural experiment stations is contributing in large measure to greater crop yields and superior qualities of grain throughout the United States. Farmers and reputable seedsmen are availing themselves of the opportunity to secure guarantees as to the purity and germination qualities of their seeds, resulting in crop betterment in all districts where such information is obtainable.

The Colorado Agricultural College recently made a test which shows unmistakably the value of such work. Two samples of alfalfa seed were taken from seed offered for \$20 per hundred pounds and \$16 per hundred pounds respectively. The test showed the number one sample to be absolutely free from weed seeds and contained no foreign material in

the form of chaff or dirt, showing a germination test of 94 per cent.

The other sample contained seven per cent weed seeds and two per cent chaff and dirt, with 80 per cent germination. The buyer of the number one seed actually bought 94 pounds of seed that would grow at a cost of \$20 or at the rate of \$21.28 for 100 pounds of perfect germinable seed. The man buying seed like the number two sample paid \$16 for 71 pounds of perfect seed or at the rate of \$22.54 for a hundred pounds of good seed. Other tests have shown far greater variation in quality.

### SEED TRADE-MARKS REGISTERED

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Offices, during the past month:

"Honor" seeds—viz., timothy, clover, alsike, red



top, bluegrass, all kinds of field seeds, grass seed and seed grain. The Stanford Seed Company, Binghamton, N. Y. Filed August 12, 1913. Serial No. 72,309. Published February 17, 1914. See cut.

"Owl" grass and field seeds. L. Teweles & Co., Milwaukee, Wis. Filed December 19, 1913. Serial No. 74,692. Published February 17, 1914. See cut.

"Elk" grass and field seeds. L. Teweles & Co., Milwaukee, Wis. Filed December 19, 1913. Serial No. 74,693. Published February 17, 1914. See cut.

"Hippo" grass and field seeds. L. Teweles & Co.,



Milwaukee, Wis. Filed December 19, 1913. Serial No. 74,694. Published February 17, 1914. See cut. "Lion" clover seed. The Churchill Grain and Seed Company, Buffalo, N. Y. Filed December 10, 1913. Serial No. 74,487. Published February 24, 1914. See cut.

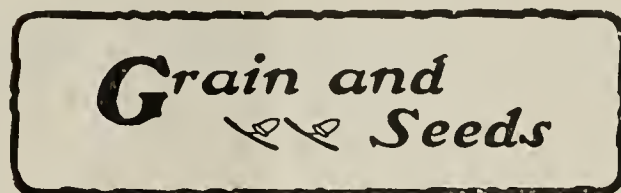
"Tiger" grass and field seeds. L. Teweles & Co., Milwaukee, Wis. Filed December 1, 1913. Serial No. 74,300. Published March 3, 1914. See cut.

## CLOVER REVIEW

Southworth & Co., Toledo, Ohio, gave the following review of the clover market March 7:

"Eastern storms have undoubtedly curtailed the demand for seed during the week. Ordinarily the East begins to buy freely in March. Shipments during the first week of the month were moderate for the time of the year at 4,876 bags.

"It looks like a good deal of seed at interior points. Consignments have been liberal. If values appreciate, it would not be surprising to see heavy receipts at Toledo. The cash seed here is closely held. Deliveries on March contracts have been held back on account of premium that cash seed demands. This has helped to keep shipments down."



## ALFALFA SEED DIRECT

For farmers' price and sample, write J. L. MAXSON, Buffalo Gap, S. D.

## WANTED

Seeds of all kinds. Send samples and lowest prices. C. T. HAMILTON, New Castle, Pa.

## TIMOTHY SEED FOR SALE

Large or small amounts. Write for prices and sample. J. M. SCHULTZ, Teutopolis, Ill.

## SEEDS FOR SALE

Located in best clover section in Indiana. Write for samples and prices. S. BASH & CO., Fort Wayne, Ind.

## HAY AND SEEDS FOR SALE

It will pay buyers of hay and seeds to write us. Best grades ever raised. References, prices and terms on application. MODEL MILLING CO., Celina, Ohio.

## SEED CORN FOR SALE

Choice, selected seed corn suitable for Illinois, Iowa, Nebraska, Kansas and Missouri, yellow and white varieties. Prices right. Write for particulars. THE McCALL-WEBSTER ELEVATOR CO., Sioux City, Iowa.

## SEEDS

### FOR SALE

Seed corn dried in a furnace heated seed house, also clover and Soy beans. E. G. LEWIS, Media, Henderson Co., Ill.

### SEED CORN FOR SALE

I have 4,000 bushels Reeds Yellow Dent at \$3.50 per bushel. Orders filled as received. CLARENCE T. WALTON, Thomasboro, Ill.

### WANTED

Clover seed and clover tailings. Bad buck-born lots our specialty. Send fair average samples with lowest prices. C. C. NORTON'S SONS, Greenfield, Ohio.

### WHITE SEED CORN FOR SALE.

I have 4,000 bushels Chain White Silver Mine Seed Corn. Crop 1912. High germination. Price \$2.50 shelled and graded, including sacks. Cash with order. No checks. H. T. WALTON, Mayview, Ill.

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

### ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

### GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis

# YOU are interested in Cincinnati

—as—

it is the best cash market  
in the country for Hay  
and Grain, but you must

## Consign

to get best results.

Our business is strictly  
commission and we guar-  
antee satisfactory service.

A copy of actual trans-  
actions in the Cincinnati  
market will be sent daily  
upon request.

## The Fitzgerald Bros. Co.

Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO

## Buy Our Celebrated BADGER BRAND



Selected Seeds

and  
Seed Corn

Alfalfa  
Red Clover  
Alsike Clover  
White Clover

Always  
Reliable

## L. Teweles & Company

Milwaukee,

Established 1865

Wisconsin

### Pioneer Distributors of Pure Seeds

## SEED

## SEED CORN

Timothy  
Peas  
Vetches  
Rape

Best  
Results



## GOVERNMENT CROP ESTIMATE

The Crop Reporting Board of the Bureau of Statistics (Agricultural Forecasts) estimates, under date of March 7, from reports of correspondents and agents, that the amount of wheat on farms March 1, 1914, was about 151,809,000 bushels or 19.9 per cent of the 1913 crop, against 156,483,000 bushels or 21.4 per cent of the 1912 crop on farms March 1, 1913, and 122,025,000 bushels or 19.6 per cent of the 1911 crop on farms March 1, 1912. About 53.9 per cent of the crop will be shipped out of the counties where grown, against 61.6 per cent of the 1912 crop, and 56.1 per cent of the 1911 crop so shipped.

The amount of corn on farms March 1, 1914, was about 866,392,000 bushels or 35.4 per cent of the 1913 crop, against 1,289,655,000 bushels or 41.3 per cent of the 1912 crop on farms March 1, 1913, and 884,069,000 bushels or 34.9 per cent of the 1911 crop on farms March 1, 1912. About 17.2 per cent of the crop will be shipped out of the counties where grown, against 21.8 per cent of the 1912 crop, and 20.5 per cent of the 1911 crop so shipped. The proportion of the 1913 crop which is merchantable is about 80.1 per cent, against 85.0 per cent of the 1912 crop, and 80.1 per cent of the 1911 crop.

The amount of oats on farms March 1, 1914, was about 419,476,000 bushels or 37.4 per cent of the 1913 crop, against 604,216,000 bushels or 42.6 per cent of the 1912 crop on farms March 1, 1913, and 289,988,000 bushels or 31.4 per cent of the 1911 crop on farms March 1, 1912. About 26.5 per cent of the crop will be shipped out of the counties where grown, against 30.9 per cent of the 1912 crop, and 28.8 per cent of the 1911 crop so shipped.

The amount of barley on farms March 1, 1914, was about 44,126,000 bushels or 24.8 per cent of the 1913 crop, against 62,283,000 bushels or 27.8 per cent of the 1912 crop on farms March 1, 1913, and 24,760,000 bushels or 15.5 per cent of the 1911 crop on farms March 1, 1912. About 48.4 per cent will be shipped out of the counties where grown, against 53.7 per cent of the 1912 crop, and 57.2 per cent of the 1911 crop so shipped.

States—	Wheat			Corn		
	Per cent of 1913 crop.	Millions of bushels.	Price, cents.	Per cent of 1913 crop.	Millions of bushels.	Price, cents.
1914.	1914.	1913.	1914.	1914.	1913.	1914.
Pennsylvania..	30	6.6	6.0	38	21.7	24.0
Ohio .....	28	9.8	1.3	37	54.1	76.7
Indiana .....	29	8.0	1.3	37	65.3	87.7
Illinois .....	17	7.1	1.1	36	101.6	191.8
Michigan .....	26	3.3	1.5	32	18.0	21.0
Wisconsin .....	36	1.3	1.2	33	21.7	20.4
Minnesota .....	29	19.7	22.8	33	33.6	32.8
Iowa .....	26	4.3	4.1	37	125.2	194.4
Missouri .....	17	6.7	3.8	22	28.4	97.6
North Dakota..	19	15.0	30.2	80	2.2	1.8
South Dakota..	27	9.2	13.1	78	31	20.9
Nebraska .....	22	13.7	13.8	74	24	27.4
Kansas .....	12	10.4	16.6	79	6	62.7
Kentucky .....	13	1.3	0.8	97	34	25.4
Tennessee .....	16	1.3	1.3	103	42	28.9
Texas .....	10	1.4	1.3	90	30	49.0
Oklahoma .....	8	1.4	2.6	80	18	9.4
Washington ..	12	6.4	7.5	77	15	0.2
Oregon .....	11	1.7	2.7	80	13	0.1
United States	19.9	151.8	156.5	35.4	866.4	1,289.7
Oats						
New York.....	43	18.4	15.8	47	23	0.7
Pennsylvania..	42	15.0	15.3	47	27	0.1
Ohio .....	36	19.6	38.3	39	27	0.2
Indiana .....	29	10.6	28.7	37	22	0.1
Illinois .....	37	38.5	74.9	27	28	0.7
Michigan .....	39	17.6	21.8	39	25	0.6
Wisconsin .....	45	37.4	41.5	36	33	8.2
Minnesota .....	44	49.5	57.8	32	31	14.3
Iowa .....	40	67.4	102.4	34	23	4.2
Missouri .....	28	7.4	13.7	44	20	0.0
North Dakota..	47	27.2	55.2	31	27	10.9
South Dakota..	43	18.1	27.2	32	23	5.8
Nebraska .....	38	22.6	24.4	37	21	0.8
Kansas .....	23	7.9	21.4	46	25	1.8
Montana .....	46	10.0	11.4	35	30	0.6
Idaho .....	32	4.8	6.5	33	23	1.7
California .....	15	1.0	1.1	45	15	6.7
United States	37.4	419.5	604.2	38.9	24.8	62.3
Barley						
New York.....	43	18.4	15.8	47	23	0.7
Pennsylvania..	42	15.0	15.3	47	27	0.1
Ohio .....	36	19.6	38.3	39	27	0.2
Indiana .....	29	10.6	28.7	37	22	0.1
Illinois .....	37	38.5	74.9	27	28	0.7
Michigan .....	39	17.6	21.8	39	25	0.6
Wisconsin .....	45	37.4	41.5	36	33	8.2
Minnesota .....	44	49.5	57.8	32	31	14.3
Iowa .....	40	67.4	102.4	34	23	4.2
Missouri .....	28	7.4	13.7	44	20	0.0
North Dakota..	47	27.2	55.2	31	27	10.9
South Dakota..	43	18.1	27.2	32	23	5.8
Nebraska .....	38	22.6	24.4	37	21	0.8
Kansas .....	23	7.9	21.4	46	25	1.8
Montana .....	46	10.0	11.4	35	30	0.6
Idaho .....	32	4.8	6.5	33	23	1.7
California .....	15	1.0	1.1	45	15	6.7
United States	37.4	419.5	604.2	38.9	24.8	62.3

## NEW SCORES FOR PERFECT CORN

The corn experts who act as judges at the numerous fairs have been accustomed to score the cylindrical year highest, that with the well filled butt and tip, but according to recent studies in the relation of shape to yield, investigators of the Texas substation at Temple have discovered that the best yields are not associated with ears of this description, but rather with those which are slightly tapering, having comparatively smooth kernels of slightly more than average depth and of medium horniness. The yield increased with an increase in the total weight of the ear as determined by slight increase in length, amount of grain, and rather marked increase in weight of cob.

The experts at the experiment stations in Nebraska and Ohio have also been investigating this subject, and their results have agreed with those

obtained in Texas. Gradually the judges are getting away from the cylindrical ear and are giving preference to those that taper, for after all the best corn is not that which ranks highest on the individual ear, but that which shows the best results per acre. For this the crown must be given the tapering ear.

## STATE WANTS TO CONTROL ELEVATORS

The State Railroad Commission of North Dakota will try to have a law passed at the next session of the legislature giving to the commission the same control of the elevators of the state as the Bank Commission has over the state banks. This step is the result of the loose methods of bookkeeping employed at many of the plants, and the appeals which have frequently been made to the commission to send an expert accountant to straighten out the books of the various companies.

Secretary W. C. Cushing, of the Commission, recently stated that a great many of the elevator companies which have declared dividends were in reality in no condition to do so, and as a result some of the concerns are in bad shape financially.

It is also claimed that should this law be passed the general public and particularly the farmers of the state would have more confidence in the elevators and their system of doing business.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### ELEVATOR FOR SALE

In southwest Iowa, 25,000 bushels' capacity. In good shape in every way. Reason for selling, to settle estate. Write BOX 93, Shenandoah, Iowa.

### YOU CAN SELL YOUR ELEVATOR

For cash or transfer farms or other properties through our system. If interested, write us. BLACK'S BUSINESS AGENCY, Desk 22, 21 Main St., Durand, Wis.

### FOR SALE

Elevator, grain and coal business in northern Illinois town. Handles 350,000 bushels grain and 1,200 tons coal annually. For particulars, address ILLINOIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

## MACHINERY

### FOR SALE CHEAP

Two million feet elevator cribbing, timbers, joist and boards. Two thousand sash and doors, all sizes. Our prices will surprise you. Write us at once for estimate. RUELE LUMBER CO., 7337 Stony Island Ave., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special AttentionPhone  
Harrison 7228Orders in Futures  
carefully executed

## FREE WAGNER PROVISION

Forecast covering the 1913-14 packing situation. The Wagner Letter covering all speculative markets. "Impressions of World Prosperity," by Joseph Wild, Editor of the Wagner Letter. Sent on request. Mention this journal.

E. W. WAGNER & CO., Board of Trade  
CHICAGO  
ESTABLISHED 1 CENTURY

## MACHINERY

### FOR SALE

One 25-horsepower gasoline engine in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write AXEL WHITE, Broughton, Ohio.

### FOR SALE

50-horsepower two-cylinder horizontal Badger Gasoline Engine, \$485. One hundred other sizes and styles. State your power needs. BADGER MOTOR CO., Milwaukee, Wis.

### FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 316-326 N. 17th St., Philadelphia, Pa.

## POSITIONS WANTED

### SITUATION WANTED

As manager of grain and coal business. Have had 10 years' experience. Am 32 years old; married. Good references. BOX 355, Fontanelle, Iowa.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### HAY FOR SALE

Daniel Bryan, Portland, Indiana, telegraph address, Bryant, Ind., shipper of hay. Grades guaranteed. Write for prices.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### HAY AND GRAIN WANTED.

All grades of wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, reddog, potatoes, cabbage, onions and apples. C. T. HAMILTON, New Castle, Pa.

### EXCEPTIONAL MILLING SITE.

Long frontages on three railroads—Lake Shore, Erie, Pennsylvania. Niagara power. Convenient labor. Map and full particulars. PARKE, HALL & CO., Buffalo, N. Y.

## BAGS

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc. Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## PATENTS

TRADE MARKS, COPYRIGHTS  
AND CORPORATIONS

RICHARD J. JACKER

PATENT ATTORNEY

ESTABLISHED 1892

Monadnock Block CHICAGO, ILL.



# GRAIN RECEIVERS

## TOLEDO

When "Seedy"

Try

**C. A. KING & CO.**

Toledo Leads World

**"SEND IT TO ZAHM"**

THAT Consignment of Wheat, Oats, Corn or Seed.  
THAT Order for Futures—Toledo or Chicago.  
TOLEDO is the real market for Red Clover,  
Alsike and Timothy futures.

**J. F. ZAHM & CO.**

TOLEDO (Here since 1879) OHIO

ASK FOR OUR DAILY RED LETTER — FREE

**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade



Oats Are Our Specialty

**The Paddock Hodge Co.**

Receivers — TOLEDO — Shippers

**H. W. DE VORE & CO.**

**Wheat, Corn, Oats, Seeds**

OUR unexcelled service is the result of twenty-six years experience in the grain business in this market. SEND us your consignments and orders in futures.

PRODUCE EXCHANGE, Toledo, Ohio  
Members Toledo-Chicago Exchanges.

## BALTIMORE

**CHAS. ENGLAND & CO.**

RECEIVERS OF

**GRAIN and HAY**

308-310 Chamber of Commerce  
BALTIMORE, MD.

## PITTSBURG

**D. G. Stewart & Geidel**

GRAIN, HAY and FEED  
RYE A SPECIALTY

Office 1019 Liberty Street Pittsburgh, Pa.  
Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

**W. F. Heck & Company**

RECEIVERS AND SHIPPERS IN CAR LOTS  
MIXED CARS OUR SPECIALTY

Grain, Hay, Straw and Mill Feed

Room 727, Wabash Bldg., Pittsburgh, Pa.  
Members: National Hay Association Use Robinson's  
Grain Dealers' National Association Code.  
Pittsburgh Grain and Flour Exchange

**Samuel Walton Co.**

HAY GRAIN MILL FEED

Split Cars Corn and Oats a Specialty

CAR LOADS ONLY

No. 8 Wood Street, Pittsburgh, Pa.

Established 1879

**J. W. SMITH & COMPANY**

Pittsburgh, Pa.

Offer the very best facilities for the market-  
ing of corn and oats. We work interior  
points exclusively.

## LANCASTER

**DO YOU REALIZE**

That country trade always pays you  
best in every way?  
We work a large country business.  
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

## MINNEAPOLIS

J. L. McCaull, President R. A. Dinsmore, Vice President  
S. J. McCaull, Secretary A. M. Dinsmore, Treasurer

**The McCaull-Dinsmore Co.**  
COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE  
MINNEAPOLIS, MINN.  
DULUTH MILWAUKEE OMAHA

**Gould Grain Co.**  
**BARLEY**

600 Flour Exchange, MINNEAPOLIS, MINN.

## BUFFALO

L. S. CHURCHILL, President  
G. W. BARTLETT, Treasurer

**The Churchill Grain & Seed Co.**

Commission Orders Executed. Grain and Seed Bought and Sold  
Offices: Buffalo, N. Y. Members  
Toledo, Ohio New York Produce Exchange  
Seed Warehouse: Toledo Produce Exchange  
Located at Toledo, Ohio Buffalo Corn Exchange

**A. W. HAROLD**

GRAIN

BARLEY A SPECIALTY

717 Chamber of Commerce BUFFALO, N. Y.

H. T. BURNS,  
President

BASIL BURNS,  
Sec. & Treas.

**Burns Grain Company**

BUFFALO, N. Y.

We invite correspondence and solicit consignments.

GET OUR BIDS AND MARKET REPORTS

L. E. HARMON, Pres.

GEO. F. BOOTH, Sec. and Treas.

**BUFFALO CEREAL COMPANY**

CEREAL MILLERS

Buyers of White Corn, Yellow Corn  
and White Oats.

BUFFALO, N. Y.

**URMSTON GRAIN COMPANY**

BUFFALO, N. Y. :: TIPTON, IND.

Specializing on Consignments  
of Grain to Buffalo

For cash offers enroute or track wire  
Tipton, Ind.

## INDIANAPOLIS

**The Mutual Grain Company**

GRAIN COMMISSION

618 Board of Trade, INDIANAPOLIS, IND.

Careful attention to all shipments

**Merchants Hay & Grain Co.**

INDIANAPOLIS, IND.

HAY, GRAIN, MILL FEED,  
ALFALFA FEEDS

and All Kinds of Live Stock Feeds

Indiana's Largest Feed House

COMMISSION

Grain, Flour and Feed

**C. A. SHOTWELL & CO.**

Board of Trade, Indianapolis, Ind.



## GRAIN RECEIVERS

## CHICAGO

## FINLEY BARRELL &amp; CO.

Grain — Provisions

We will be pleased to mail our Weekly Grain Letter on application.

203 S. La Salle St. Chicago

## CHICAGO

Gerstenberg & Company  
COMMISSION MERCHANTSGrain Seeds and Mill Feed  
Barley a Specialty

305-315 La Salle St., CHICAGO, ILL.

## CHICAGO

## ARMOUR GRAIN CO.

GRAIN DEALERS

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

Try our experienced service in cash grain or futures

## F. M. BAKER &amp; CO.

Successors to  
Baker & TraxlerGRAIN AND PROVISIONS  
Long Distance Phone Wabash 5010

327 S. LaSalle St. Chicago

## HOOPER GRAIN COMPANY

OAT

Shippers

Operate Atlantic and Grand Trunk Western Elevators  
CHICAGO

HELLO I HELLO II HELLO III

¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with

ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.

¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.

PHONE. TELEGRAPH. WRITE.

WM. SIMONS, Pres. and Treas. WARREN T. McCRAY, Vice-Pres.

919 POSTAL TEL. BLDG.  
SAWERS GRAIN CO.  
CHICAGO

TELEPHONE HARRISON 1504

GEO. L. STEBBINS, Sec'y.

W. A. WERNER }  
E. E. RICE, } Representatives

## J. Rosenbaum Grain Co.

(INCORPORATED)

GRAIN MERCHANTS

Chicago

Ft. Worth

Terminal Elevators

KANSAS CITY, MO.

## F. E. WINANS &amp; CO.

GRAIN AND FIELD SEEDS  
COMMISSION MERCHANTSBarley, Oats, Wheat, Corn, Rye, Timothy, Clover,  
Flax, Hungarian Millet

96 BOARD OF TRADE, CHICAGO

Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

## Nye &amp; Jenks Grain Co.

907-913 Postal Telegraph Bldg.,

Chicago, - Illinois

## J. P. GRIFFIN &amp; COMPANY

Grain Commission

79 BOARD OF TRADE

Long Distance Telephone  
Harrison 5693

CHICAGO

## NORRIS &amp; COMPANY

Grain Merchants

Room 42 Board of Trade CHICAGO  
TELEPHONE HARRISON 627Consignments and Hedging Orders Solicited.  
Owners and Operators of the Norris Elevator, Chicago  
Frank W. Hotchkiss, Howard Lipsey, Managers Domestic  
Shipping and Receiving Department.

## OMAHA

WE BUY

Wheat, Corn and Oats

Cavers Elevator Company

Omaha, Nebraska

Consign to Cavers

## THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF  
FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and  
Metal Roofing  
For Grain ElevatorsAnd take contracts either for material alone or job completed.  
Write us for prices. We can save you money.Workmen's Compensation or  
Employer Liability Insurance

Protects you from

liability imposed upon you by the Illinois Workmen's Compensation Law. Write for rates and information.

BALSLEY BROS.  
GENERAL INSURANCE AGENCY,  
SPRINGFIELD, ILLINOIS



# GRAIN RECEIVERS

## CHICAGO

## CHICAGO

## CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.  
**J. H. DOLE & CO.**  
(Established 1852)  
Commission Merchants, Grain and Seeds  
We solicit your  
**CONSIGNMENTS**  
and orders in futures  
226 La Salle Street, - - CHICAGO

**J. C. Shaffer & Co.**  
BUYERS AND SHIPPERS OF  
**GRAIN**  
234 South La Salle St. CHICAGO

**We Buy**  
Wheat—Corn—Oats—Barley—Rye  
Send Samples  
**The Quaker Oats Co.**  
Cereal Millers  
Grain Dept. 1600 Railway Exchange  
CHICAGO

**E. W. BAILEY & CO.**  
Commission Merchants  
GRAIN, SEEDS AND PROVISIONS  
72 Board of Trade CHICAGO

EXPERIENCED JUDGES OF GRAIN  
Consign to  
**W. S. COWEN COMPANY**  
Commission Merchants Grain and Seeds  
815-816 Webster Building  
Robinson Code 327 So. La Salle St., Chicago

EVERYONE HAS A HOBBY  
SO HAVE WE  
**CONSIGNMENTS**  
THAT'S ALL TRY US  
**M. L. VEON & CO.**  
762 INSURANCE EXCHANGE BUILDING, CHICAGO

PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.  
**PHILIP H. SCHIFFLIN & CO.**  
INCORPORATED  
**Commission Merchants**  
515-518 Postal Telegraph Bldg.  
CHICAGO, ILLINOIS  
Consignments of all kinds of Grain and Field  
Seeds a specialty

J. Herbert Ware Edward F. Leland  
**CONSIGN**  
your Grain and Seeds, and send your  
orders for  
GRAIN, PROVISIONS and STOCKS to  
**WARE & LELAND**  
190 W. JACKSON BOULEVARD  
Royal Insurance Bldg.  
CHICAGO  
Long Distance Phones:  
Wabash 3262 Automatic 51073  
Your Interests Are Our Interests

**Hulburd, Warren & Chandler**  
Stock Brokers and Commission  
Merchants, Grain and Provisions  
Business solicited in any department  
Receiving, Shipping, Futures  
130 S. La Salle St., CHICAGO

**HENRY H. FREEMAN & CO.**  
Hay, Straw and Grain  
COMMISSION MERCHANTS  
Correspondence and Consignments Solicited.  
Market Reports on Application.  
66 Board of Trade CHICAGO, ILL.



L. J. LAMSON W. A. LAMSON  
L. F. GATES  
**LAMSON BROS. & CO.**  
Grain  
1874 Commission 1914  
Merchants  
Forty Years of Service in the Grain Trade  
HOME OFFICE  
6 Board of Trade CHICAGO

## DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES  
**Dumont, Roberts & Co.**  
RECEIVERS GRAIN SHIPPERS  
Chamber of Commerce Merchants Exchange  
DETROIT, MICH. DECATUR, ILL.  
Consignments Solicited. Ask for our bids and quotations.

**Pope & Eckhardt Co.**

Commission Merchants

**GRAIN AND SEEDS**

316-322 Western Union Building

CHICAGO

**CAUGHEY-SWIFT COMPANY**

Successors to

Caughey & Carran Co. and McLane, Swift & Co.

**GRAIN AND SEED MERCHANTS**

We Want Your Detroit  
Business

Consign or Sell to Us  
to Arrive

701-5 J. Henry Smith Bldg., Detroit, Mich.



**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Consignments a Specialty for Forty Years

80-81 BOARD OF TRADE.

**CHICAGO**

Branch Offices  
**PEORIA**  
**ST. LOUIS**

**I. P. RUMSEY**  
**HENRY A. RUMSEY**

**SOMERS, JONES & CO.**

(INCORPORATED)

COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

CHICAGO MILWAUKEE MINNEAPOLIS

We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO



## GRAIN RECEIVERS

## PEORIA

**P. B. & C. C. MILES**

Established 1875

Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission  
Our Specialty

A. G. TYNG, Jr.

D. D. HALL

**TYNG, HALL & CO.**Grain and Commission  
MerchantsRooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

C. W. Buckley.

Thos. J. Pursley

**Buckley, Pursley & Co.**

COMMISSION MERCHANTS

GRAIN, HAY AND SEEDS  
PEORIA, ILL.References: First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.**W. W. Dewey & Sons**  
GRAIN COMMISSION

26 Chamber of Commerce, PEORIA, ILL.

Prompt personal attention given to  
Consignments and orders for grain.

T. A. Grier

W. T. Cornelison

**T. A. GRIER & CO.**Grain Commission  
Merchants and ShippersGet best possible results by careful and personal attention  
given to all consignments.

Board of Trade

Peoria, Ill.

**RUMSEY, MOORE & CO.**

GRAIN COMMISSION

Board of Trade Bldg. PEORIA, ILL.

LOUIS MUELLER

L. L. GRUSS

**MUELLER GRAIN CO.**

RECEIVERS and SHIPPERS

GRAIN

We Solicit Your Consignments of Grain and Hay

ROOM 39 CHAMBER OF COMMERCE  
PEORIA, ILLINOISGood Prices and Quick Returns  
TRY US

GEO. L. BOWMAN &amp; CO.

Grain Commission

324 So. Washington Street PEORIA, ILL.

## NEW YORK CITY

**L. W. FORBELL & CO.**

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.**BROOKLYN HAY & GRAIN CO.**

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

**Heusch & Schwartz Co., Inc.**

COMMISSION MERCHANTS

Wheat---Corn---Oats---Millfeeds

Postal Telegraph Bldg.  
CHICAGOProduce Exchange  
NEW YORK

## PHILADELPHIA

**L. F. MILLER & SONS,**

Receivers and Shippers of

GRAIN, FEED, SEEDS, HAY, ETC.

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA

CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.REFERENCES: Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.**E. E. DELP GRAIN CO.**

GRAIN AND FEEDS

453 BOURSE

PHILADELPHIA, PA

ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

## CRAWFORDSVILLE, Ind.

**Crabbs Reynolds Taylor Company**

CLOVER SEED

Car Lot BUYERS of GRAIN

Crawfordsville

Indiana

## MILWAUKEE

Branch Offices: Racine, La Crosse, Eau Claire, Wis.

**E. G. Hadden Company**

FUTURES

Wheat—Corn—Oats

Send for our pamphlet explaining Puts and Calls

22 Chamber of Commerce

MILWAUKEE

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

**Mohr-Holstein Commission Co.**

29 Chamber of Commerce

MILWAUKEE

Sample Grain a Specialty

BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

## ST. LOUIS

**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**

GRAIN, HAY &amp; GRASS SEEDS

Picker &amp; Beardsley Com. Co.

118 NORTH MAIN STREET.

**GOFFE & CARKENER CO.**

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 Merchants Exchange

ST. LOUIS

W. C. GOFFE

G. S. CARKENER

G. C. MARTIN, JR.

K. C., Mo., Office, 101-102 Board of Trade

**W. L. GREEN COM. CO.**

ST. LOUIS

**MARTIN MULLALLY COMMISSION COMPANY**

CONSIGNMENTS OF ALL KINDS SOLICITED

Special attention given to the handling of GRAIN, HAY AND SEEDS

We make a Specialty of Track and Sample Sales.

405 and 406 Chamber of Commerce

ST. LOUIS, MO.

**Toberman, Mackey & Company**

Fastest Growing Commission House in America.

Can handle your Consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY



# HALLIDAY ELEVATOR COMPANY

## CAIRO, ILLINOIS

**Branch Office: 620 Pierce Building, St. Louis, Mo.**

### WANT

**Consignments or to buy direct from**

### YOU

**Either St. Louis or Cairo**

**YOUR business appreciated**

**SERVICE UNEXCELLED**

## CHAS. D. JONES & COMPANY

**Now Operate**

### THE HERMITAGE ELEVATOR - NASHVILLE, TENN.

Having taken over on January 1st, under lease, the Hermitage Elevator of 500,000 bushels capacity, with adequate facilities for drying corn and all kinds of cleaning machinery, we are in a better position than ever to serve both shippers and buyers.

We are prepared to take on public storage anything you may have to offer, and will make you a loan on just as much grain as you care to store.

On account of these facilities, we are in a position to make you bids on corn, basis of 19 per cent for No. 3 white, yellow or mixed, with a stipulated discount for each per cent of additional moisture.

### CHAS. D. JONES & COMPANY - NASHVILLE, TENN.

**Offices and Elevator, 57th Street and Centennial Boulevard**



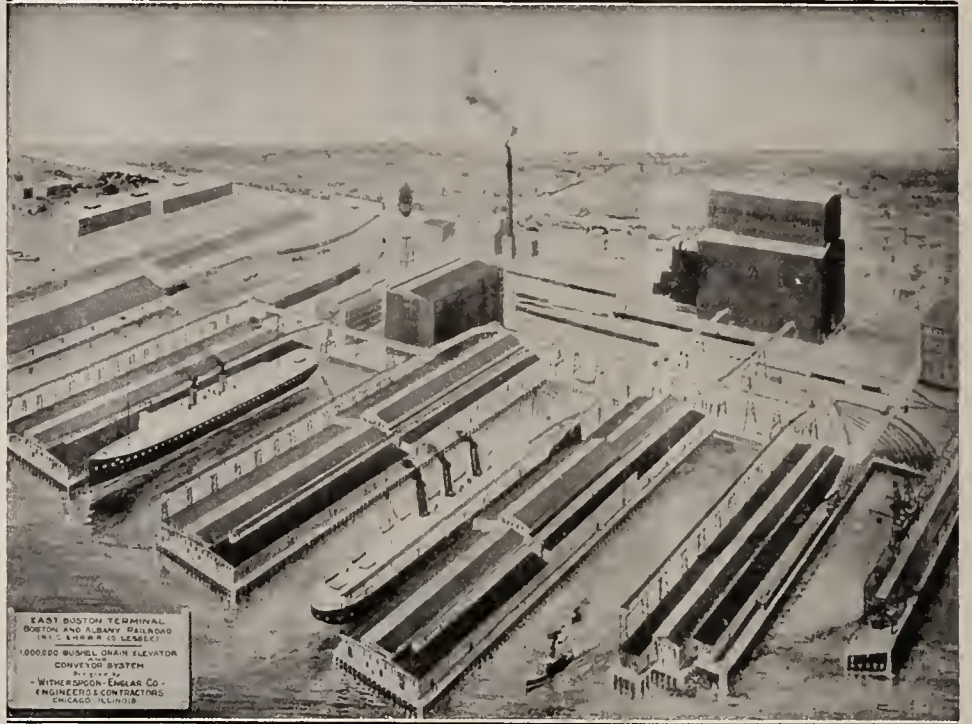
**Transfer Elevators  
Terminal Elevators  
Country Elevators**



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

**Macdonald Engineering Co.**  
Monadnock Building, CHICAGO, ILL.

**Fireproof Grain Elevators**



East Boston Terminal, Boston & Albany Railroad,  
New York Central & Hudson River Railroad Co., Lessees

Designs and estimates promptly furnished  
for all kinds of buildings for the handling  
and storage of grain in any locality.

**Witherspoon-Englar Company**  
1244-1250 Monadnock Building, Chicago, Ill.

Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N. Y.



Fireproof Construction Elevators, Mills and  
Warehouses. We prepare plans and make  
lump-sum price for the complete work.

**MONARCH ENGINEERING CO.**  
Chamber of Commerce BUFFALO, N. Y.



Reinforced Concrete Elevator of the  
Northwestern Malt & Grain Co., Chicago  
Capacity 650,000 Bushels

**The Stephens Engineering Company**  
Engineers and Contractors

Monadnock Bldg.

CHICAGO, ILL.



# JAMES STEWART & CO.

## GRAIN ELEVATOR DEPARTMENT

1507-1523 Westminster Building

CHICAGO

W. R. SINKS, Manager

R. H. FOLWELL, Engineer



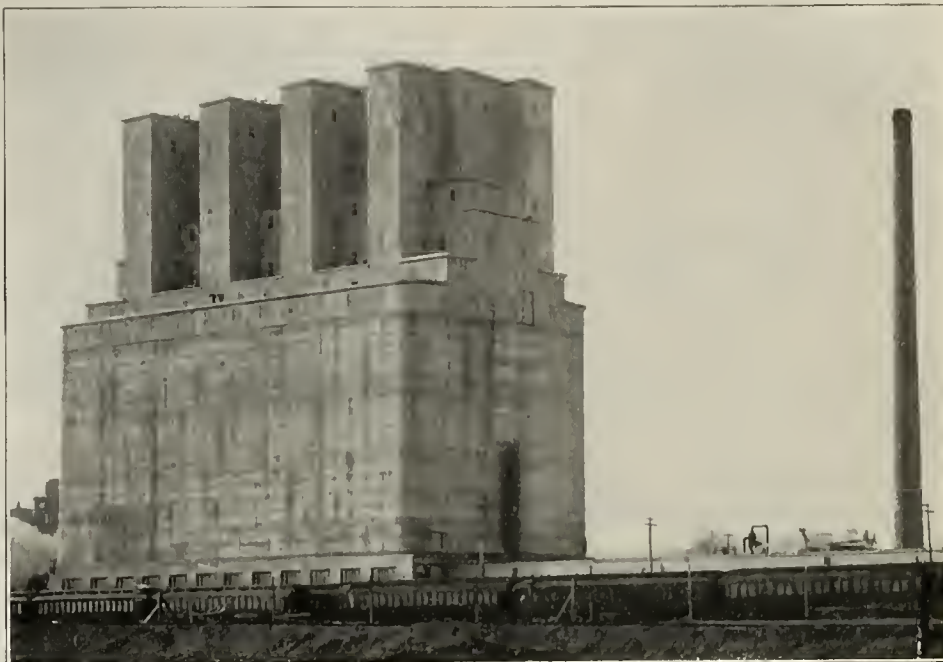
Quebec Harbor Commissioner's Elevator at Quebec, Quebec.  
Capacity 1,000,000 Bushels.

**We Build Grain Elevators, Any Type of  
Construction, in Any Part of the World**

Also General Contractors with Offices in the Following Cities.

Wire, Write or Call Personally.

NEW YORK, Hudson Terminal Building  
PITTSBURGH, PA., Westinghouse Building  
SAN FRANCISCO, CAL., 709 Mission Street  
CANADIAN STEWART CO., Limited, Montreal, Can., Eastern Townships Bank Building  
ST. LOUIS, Bank of Commerce Building  
NEW ORLEANS, LA., Hibernia Bank Building  
DENVER, COLO., 1st National Bank Building  
FORT WILLIAM, Ontario, Canada



New 1,000,000-Bushel Terminal Grain Elevator, Built for the  
Canadian Pacific Railway, West St. John, N. B.

## FOUNDATIONS — WHARVES — POWER PLANTS — RAILWAY BUILDINGS

We are also prepared to furnish information  
and prices of **Pneumatic Grain Handling  
Plants** on the Seck System, which is be-  
ing used so successfully in Europe.

**JOHN S. METCALF CO., Limited.**

*Engineers and Constructors*

CHICAGO

MONTREAL

Contractor, Designer and Builder of

## Grain Elevators Mills and Warehouses

Wood, Concrete or Steel

Write Me Your Wants.

**J. A. HORN**

624 Board of Trade Bldg.  
INDIANAPOLIS INDIANA

## GRAIN ELEVATORS

built from our designs and by our force of workmen  
are strong, substantial and economical in operation.

**WOOD OR FIREPROOF**

**T. E. IBBERSON  
ELEVATOR BUILDER**

Corn Exchange Building

Minneapolis, Minn.

## DIXON'S

Flake

## GRAPHITE

The waste of power and wear of  
machinery due to friction is  
minimized by using this per-  
fect natural lubricant. Send  
for "A Study in Graphite,"  
Booklet No. 17.

Made in JERSEY CITY, N. J., by the  
Joseph Dixon Crucible Co.



## The Barnett & Record Company

### GENERAL CONTRACTORS

Designers and Builders of

## Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under con-  
struction at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



# Grain Storage Tanks and Grain Elevators



Prospective builders of Grain Elevators or Grain Storage Tanks should examine the type of elevators we are building all through the Western and Northwestern States. They are absolute insurance against fire and combine points that make them the most economical elevator construction that can be had today.

We are equipped to furnish steel and machinery with prompt service and our facilities are unequalled for this kind of work.



## Minneapolis Steel & Machinery Co.

MINNEAPOLIS, MINN.

Denver, Colo. El Paso, Tex.  
Spokane, Wash. Butte, Mont.  
Salt Lake City, Utah

## GOOD, BETTER and BEST

(Wood or Concrete)

In Elevator Construction  
are synonymous  
with

## BURRELL BUILT

Our representative will call on request.  
We maintain the following offices for  
your convenience.

### BURRELL ENGINEERING & CONSTRUCTION COMPANY

Main Office: 1102-1108 Webster Bldg., Chicago

Hubbell Building  
Des Moines, Iowa

111 West North St.  
Indianapolis, Ind.

708-9 Hutton Building  
Spokane, Wash.

Fort William, Ontario



## We Are Offering the SCHMITZ SCALE TICKET PASSER

at a largely reduced rate with  
one year's subscription to the

## American Elevator & Grain Trade

By the use of this handy appliance the scale ticket is  
passed from the elevator office to the farmer on his  
wagon by the scale man without leaving his office.

No time lost—the elevator operator is not subjected to sud-  
den and frequent changes of temperature on a cold winter's  
day—no impatiently waiting wagoners—no doctor bills.

Morris & Stone of Mattoon, Ill., write the manufacturers Dec. 10, 1913;  
Gentlemen—We cannot criticise your Ticket Passer, we only wonder why every  
wagon scale isn't provided with one. It is \$5.00 for a convenience of \$50.00.

The manufacturer's price of the SCHMITZ TICKET PASSER is \$5.00.

We will send it, express paid, for a limited period with one year's subscription to the AMERICAN  
ELEVATOR AND GRAIN TRADE for \$4.00.

*Order today while the supply lasts.*

NOTE—The thickness of the wall and the distance from the edge of the scale platform  
(nearest to scale beam) to the wall must be clearly specified in all orders.

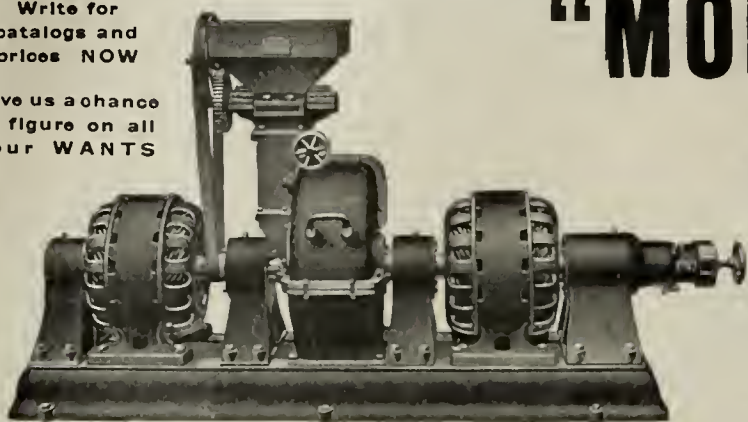
## MITCHELL BROS. PUBLISHING CO.

431 So. Dearborn St.

CHICAGO, ILL.



Write for  
catalogs and  
prices NOW  
Give us a chance  
to figure on all  
your WANTS



MONARCH BALL BEARING, DIRECT  
MOTOR DRIVEN ATTRITION MILL

We manufacture the Largest, Most  
Improved, and Most Complete Line of  
Machinery for Flour and Feed Mills,  
Grain Elevators, etc., in the World.

# "MONARCH" BALL BEARING

FEED GRINDERS WILL ALWAYS

→ SOLVE ALL YOUR TROUBLES ←

A POSITIVE SAVING of 25% or More in POWER

**DON'T FORGET :** DIRECT CONNECTED ELECTRICALLY MOTOR DRIVEN  
Ball Bearing Feed Grinders and  
Corn Crackers OUR SPECIALTY

You cannot afford to operate your plant without one of these "Monarch" Mills, because of the large amount of power saved, or the tremendous increase in capacity, that you will obtain with your present power. Guaranteed never to get out of TRAM. TRY ONE OF THESE MILLS NOW, if you want Increased Profits.

**SPROUT, WALDRON & CO.,** THE MILL P. O. BOX  
BUILDERS 320 **Muncy, Pa.**

WESTERN OFFICE: 9 S. CLINTON ST., CHICAGO, ILL. REPRESENTATIVES and BRANCH OFFICES  
Sales Department, AT ALL PROMINENT POINTS

## Decatur Construction Co.

Incorporated

Designers and  
Builders of

## GRAIN ELEVATORS

Coal Handling Plants, Warehouses, Etc.

Correspondence Solicited

510-512 Wait Bldg.,

Decatur, Ill.

## Reliance Construction Company

Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

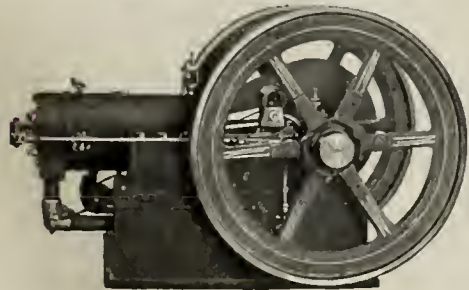
## THE LAUSON

KEROSENE ENGINES cut your Fuel Bills in Two  
Famous for great Fuel Economy with  
Maximum Power Production, owing to  
Special Features and Design.  
The Sumter Built-in, Gear-Driven Mag-  
neto and no Batteries save you Money  
Built in all sizes

Write for our large catalog before buying

THE JOHN LAUSON MFG. CO.

59 Monroe Street New Holstein, Wis.



## Transit Leaks

are unknown to the grain shippers  
who use

## KENNEDY Car Liners

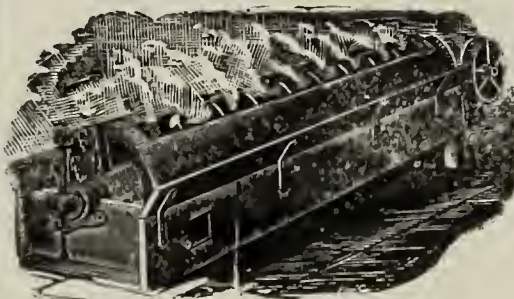
Enormous Increased Sales prove  
the Efficiency, Merit and Service-  
ability of these liners.

### The Kennedy Car Liner

is the only device offered the grain  
shipper that makes a car Leak-  
Proof. Cheap—Modern—Profit-  
able. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
SHELBYVILLE, INDIANA, U. S. A.

SEE THAT YOUR  
CONTRACT CALLS FOR



## THE CUTLER STEAM DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying  
CORN MEAL, HOMINY,  
BREWERS' GRITS AND MEAL,  
AND ALL CEREAL PRODUCTS.  
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

**THE CUTLER CO.,** North Wilbraham, Mass.  
CATALOG ON REQUEST

## CLEAR OUT YOUR RATS AND MICE

IN A SINGLE NIGHT  
without odor  
or trouble



Booklet of Mills and Elevators  
endorsing our method,  
mailed free on request

**RED CROSS RAT  
EMBALMER CO.**  
Corner 15th and Nicollet,  
MINNEAPOLIS, MINNESOTA

## Robinson Telegraphic Cipher Revised Edition

Cloth Binding ..... \$1.50  
Leather Binding ..... 2.00

Mitchell Brothers Publishing Co.

431 S. Dearborn St., Chicago

## FUMIGATION METHODS

By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.

313 Pages

Price \$1

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago

## ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of  
**WHEAT, RYE, OATS, CORN or BARLEY**  
at any given price from 10 cents to \$2.00 per bushel.  
One of the most useful books ever offered to millers.  
Indorsed by prominent millers and grain dealers.  
Bound in cloth, 200 pages. Mailed on receipt of price

\$1.25

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.



# Leading Grain Receivers in all Markets

## ATLANTA, GA.

Gregg, Joseph, & Son, grain and hay brokers.\*†

## BALTIMORE, MD.

England & Co., Chas., grain and hay receivers.\*†  
Hax & Co., G. A., grain and hay receivers.\*†

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., grain commission merchants.  
O'Neill & Gyles, grain brokers.  
Slick & Co., L. E., grain receivers and shippers.

## BUFFALO, N. Y.

Buffalo Cereal Co., grain.  
Burns Grain Company, grain commission.  
Churchill Grain & Seed Co., grain and seeds.\*  
Harold, A. W., grain merchant.  
Townsend-Ward Co., grain commission.\*  
Urmston Grain Co., grain, commission.\*†

## CAIRO, ILL.

Halliday Elevator Co., corn, oats.\*

## CHAMPAIGN, ILL.

Sledge, J. P., grain broker.\*

## CHICAGO, ILL.

Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., commission merchants.\*  
Baker & Co., F. M., grain and provisions.  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Cowen Co., W. S., commission merchants.  
Delaney, Frank J., grain commission.  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., Henry H., hay, straw and grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Griffin & Company, J. P., grain commission.  
Hoit & Co., Lowell, commission grain and seeds.  
Hooper Grain Co., receivers and shippers.\*  
Hulburd, Warren & Chandler, com. merchants.  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
McKenna & Rodgers, commission merchants.\*  
Albert Miller & Co., hay and produce.†  
Norris & Co., grain merchants.\*  
Nye & Jenks Grain Co., commission merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rosenbaum Brothers, receivers and shippers.\*†  
Rosenbaum Grain Co., J., receivers and shippers.  
Rumsey & Co., commission merchants.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., commission merchants.\*  
Shaffer, J. C. & Co., buyers and shippers.\*  
Somers, Jones & Co., commission merchants.\*  
Van Ness, Gardiner B., grain commission.\*  
Vehon & Co., M. L., commission merchants.  
Wagner & Co., E. W., receivers and shippers.\*  
Ware & Leland, grain and seeds.\*  
Winans & Co., F. E., grain and field seeds.

## CINCINNATI, OHIO.

Allen & Munson, grain, hay, flour.\*  
Fitzgerald Bros. Co., hay and grain commission.\*  
Van Leunen & Co., Paul, consignments.\*

## CLEVELAND, OHIO.

Bennett, W. A., hay, grain, mill feed.\*†

## COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seeds.\*†

## CROWLEY, LA.

Lawrence Brothers Co., Ltd., grain, nutriline feed.

## DES MOINES, IOWA.

Lockwood Grain Co., B. A., flour and grain dealers.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

## DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.\*

Caughey, Swift & Co., grain merchants.\*

## EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*†

## FORT WAYNE, IND.

Bash & Co., S., grain and seeds.

Egley-Doan Elevator Co., grain, seeds, hay.\*†

Niezer & Co., grain, hay, straw, seeds, coal.\*†

## FOSTORIA, OHIO.

Fostoria Grain Co., receivers and shippers.\*

## HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.†

## INDIANAPOLIS, IND.

Boyd, Bert A., grain commission.\*

Merchants Hay & Grain Co., hay and grain.

Mutual Grain Co., grain commission.\*

Shotwell & Co., C. A., hay, grain, feed, flour.

Witt, Frank A., grain commission and brokerage.

## KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*

Moore-Seaver Grain Co., corn and oats specialties.\*

## LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.†

## LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.\*

Thomson & Co., W. A., receivers and shippers.

## MILWAUKEE, WIS.

Bartlett & Son Co., L., grain commission.\*

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.\*

Hadden, E. G., grain commission.\*

Mohr-Holstein Commission Co., grain commission.

Rialto Elevator Co., grain receivers and shippers.

Teweles & Co., L., seed merchants.

## MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.

McCaull-Dinsmore Co., commission merchants.\*

Quinn, Shepherdson Co., grain commission.\*

## NASHVILLE, TENN.

Jones & Co., Chas. D., grain receivers and shippers.\*

## NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

## NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†

Forbell & Co., L. W., commission merchants.\*†

Keusch & Schwartz Co., grain commission.\*

## NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.\*

Cofer, Vernon L., hay, grain, feed.\*†

LeGrand & Burton, grain and hay brokers.†

## OMAHA, NEB.

Cavers Elevator Co., receivers and shippers.\*

## PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.

Buckley, Pursley & Co., commission merchants.\*

Dewey & Sons, W. W., grain commission.

Feltman, C. H., grain commission.†

Grier & Co., T. A., grain commission.\*

Miles, P. B. & C. C., grain commission.\*†

Mueller Grain Co., receivers and shippers.†

Rumsey, Moore & Co., grain commission.\*

Tyng, Hall & Co., grain commission.\*

## PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.\*†

Lemont & Son, E. K., hay, grain, mill feeds.\*†

Miller & Sons, L. F., receivers and shippers.\*†

Richardson Bros., grain, flour, mill feeds.\*

## PITTSBURGH, PA.

Heck & Co., W. F., receivers and shippers.\*†

McCague, R. S., grain and hay.\*†

Smith & Co., J. W., grain, hay, feed.\*†

Stewart & Geidel, D. G., grain, hay and feed.†

Walton Co., Sam'l, hay, grain, mill feeds.\*†

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed, seeds.\*†

Richardson, Jr., Co., Inc., W. F., grain and feeds.\*

## SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

## ST. LOUIS, MO.

Goffe & Carkener Co., receivers, grain, hay, seeds.\*†

Green Commission Co., W. L., receivers, shippers, exporters.\*

Mullally Commission Co., Martin, com. merchants.\*†

Picker & Beardsley Com. Co., grain, hay and seeds.\*†

Prunty, Chas. E., grain and seeds.

Toberman, Mackey & Co., grain, hay and seeds.†

## TIPTON, IND.

Urmston Grain Co., receivers and shippers.†

## TOLEDO, OHIO.

Devore & Co., H. W., grain dealers.

The Goemann Grain Company, grain merchants.\*†

King & Co., C. A., grain and seeds.\*

Paddock-Hodge Co., receivers and shippers.\*

Southworth & Co., grain and seeds.\*†

Wickenhiser & Co., John, grain dealers.

Zahm & Co., J. F., grain and seeds.\*

## UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

## GRAIN and MILLING TRADES

OF THE

## United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving tele-

graph tolls and misunderstandings in telegraphing.

The Universal Grain Code is being used by many hundreds of the most active firms in the country.

A list of Code Users is sent gratis with every copy of the Universal Grain Code, the names and addresses being published free of charge.

Send for a Copy Now. Price \$3.00.

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

CHICAGO, ILL.

## Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

## AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.



## Ask About the Things You Cannot See

Look at the picture. It shows as well as a picture can what the **Wolf Jumbo Two Pair High Feed Grinding Mill** is like on the outside.

But there are other things, the parts that are hidden from view, that are of just as great importance to the prospective feed mill purchaser as the outer appearance of the machine.

There are the bearings. You don't know what the bearings on this machine are like or why they minimize the friction list. *But they do!*

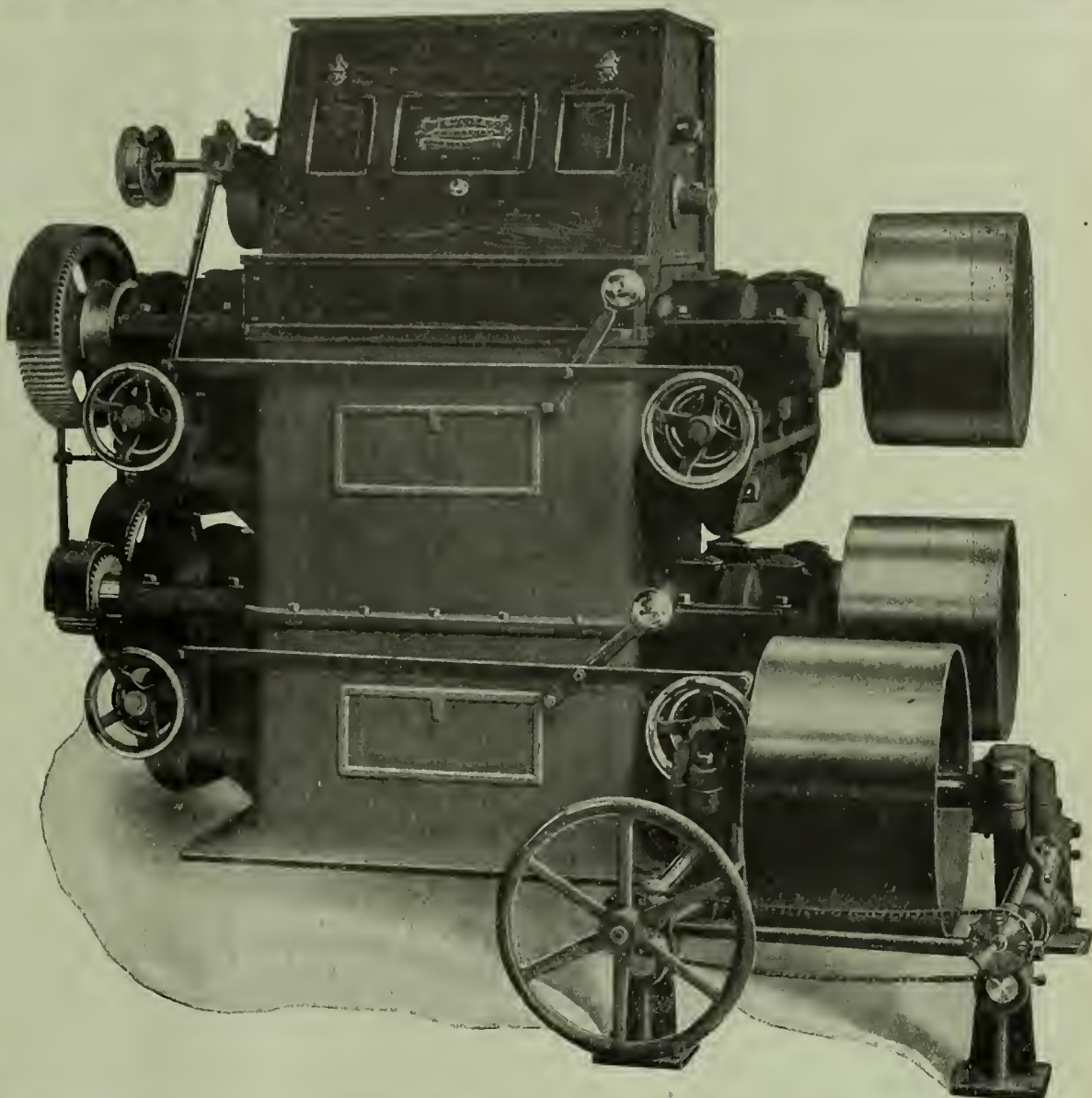
There is the feeder mechanism. You have a hazy idea that it is probably somewhat different from other feeders. And it is *considerably!*

There are the grinding adjustments. You can't tell from the picture why they are such positive safeguards to the rolls. *But they are!*

It is about these important features that you want to know—and we want to tell you.

If you write that letter NOW it will only be two or three days 'till you know as much about this machine as we do. We have nothing to hold back.

**THE WOLF COMPANY**  
CHAMBERSBURG, PA.



## Needed By Elevator Operators

¶ Elevator owners, large and small, who desire to operate their houses to the best advantage need the

## BOOK of WRINKLES

THIS is a collection, in book form, of a large number of handy and labor-saving devices contributed by readers of the "American Miller." A considerable proportion can be adopted to advantage in elevators and will save time and money. The wrinkles include improvements in spouts, elevators, belts and cleaners. Every idea is original and has been put into practical use.

A 136-Page Book, Fully Illustrated  
Price \$1.00

**Mitchell Bros. Publishing Co.**  
431 S. Dearborn Street, Chicago, Illinois

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

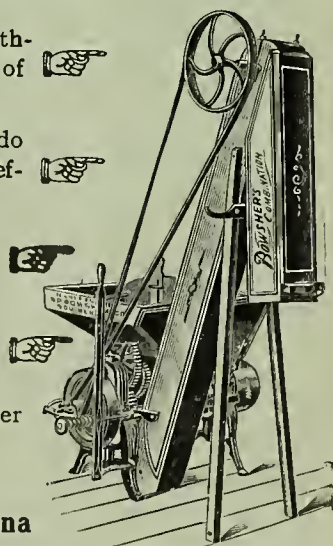
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**



## JUMPING ANIMALS

Something New  
Greatest Advertising  
Novelties for Con-  
ventions or General Dis-  
tribution.  
Write for samples and  
prices quick.  
We carry large lines of  
advertising novelties in  
metal, leather and celluloid.

Alschuler  
612 Schiller  
Bldg.  
Chicago

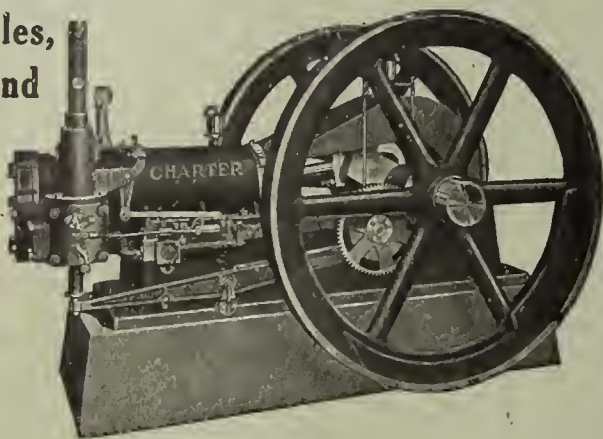


Your Fathers, Uncles,  
Older Brothers and  
Maybe YOU

have seen our ads  
of and used

The **CHARTER**

for considerably over a  
Quarter of a Century



Because It Was  
The **PIONEER OIL ENGINE** of the **WORLD**

Started at the Head and Remained There

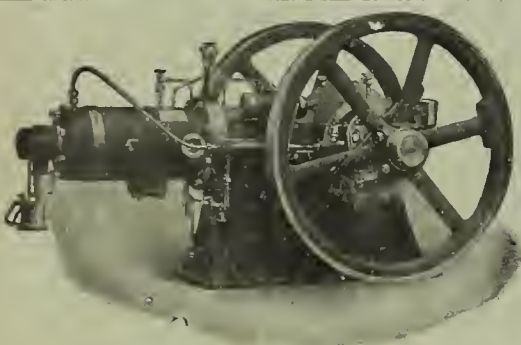
Built in All Combinations—Most Complete Line Made

Stationaries; Portables; Semi-Portables; Hoisters; Pumping; Sawing, Dynamo and Boat Outfits

Kerosene, Fuel Oils, Distillate, Gasoline, Gas, Alcohol  
The **CHARTER** Type "R"—"The Latest Word"

Send for Catalog and Say How We Can Serve You

400 LOCUST STREET **CHARTER GAS ENGINE CO.,** STERLING, ILLINOIS



It Costs 5c an Hour

to operate a 25 H. P. Muncie  
Oil Engine, other sizes in pro-  
portion,

Uses Crude Oil, Fuel Oil,  
Gas Oil, Solar Oil, Kerosene  
or Distillate.

But two mechanically oper-  
ated attachments. Powerful,  
Simple, Automatic and Dur-  
able. Write us.

**MUNCIE OIL ENGINE CO.**

Liberty Street

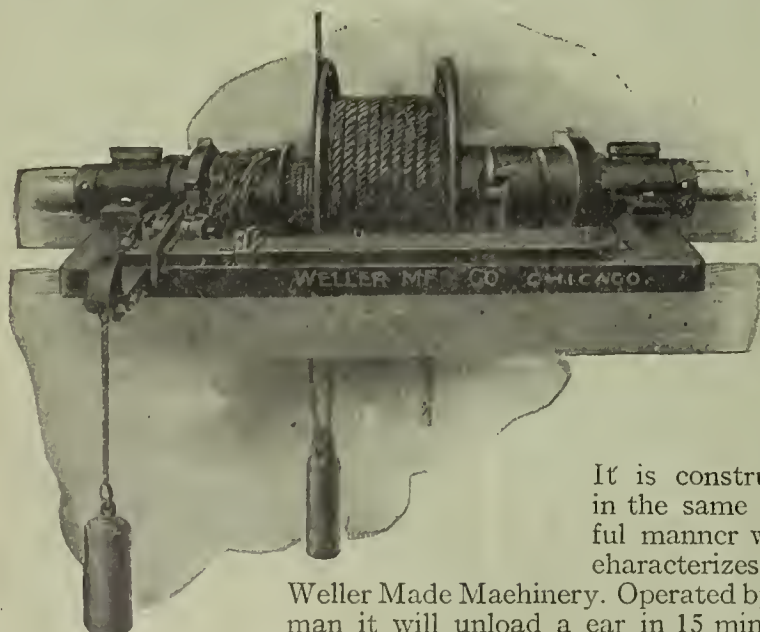
MUNCIE, IND

## WELLER-MADE

### Weller Machinery

stands for absolute satisfaction

Below we illustrate a single Clark Automatic Power Shovel, well  
known for its efficiency and time saving features.



It is constructed  
in the same care-  
ful manner which  
characterizes all

Weller Made Machinery. Operated by one  
man it will unload a car in 15 minutes.

Write for our No. 20 catalogue, describing and illustrating all kinds  
of Weller machinery for use in Elevators and Mills.

**Weller Mfg. Co., = Chicago**

NEW YORK OFFICE: 50 Church Street

## A Big Canadian House

EQUIPPED LARGELY WITH  
WEBSTER MACHINERY



The 4,000,000-Bushel Elevator of the  
Grand Trunk Pacific, at Ft. William, Ont.

Nothing shows more conclusively the char-  
acter and standing of **Webster Grain  
Handling Equipment** than its extensive  
use in Canada, where it must overcome the  
handicap of tariff duties against it.

### The Webster M'f'g Company

NEW YORK  
88-90 Reade St.

Tiffin, Ohio  
(55)

CHICAGO  
McCormick Bldg.



Competition compels efficiency

and your "Purchasing Dept." demands the most value for a  
dollar, therefore

A "Sackett-Chicago" Truck Shovel

should appeal to you because with it

One man can do the work of two men

in unloading cars of grain or  
coal and our truck shovel is  
of the strongest possible  
construction.

Shipped to you for trial. Price, \$10.00

Use it 15 days, if not satisfactory, return at our expense.

### H. B. Sackett Screen & Chute Co.

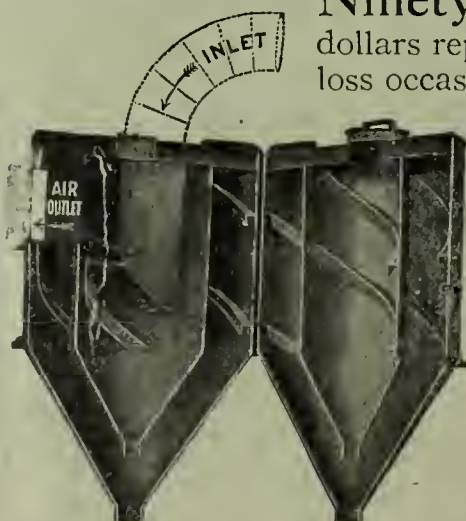
1679-91 Elston Ave.,

CHICAGO



Branch Office and Warehouse

CHARLESTOWN, MASS.



Ninety - three thousand  
dollars represents the latest reported  
loss occasioned by loss of life and in-  
jury to employees, exclu-  
sive of the immense prop-  
erty loss, in dust explo-  
sion in an elevator.

To avoid a repetition  
of such catastrophes, in-  
stall a **DAY** dust collect-  
ing system. Send for  
latest catalogue.

**THE DAY COMPANY**  
MINNEAPOLIS, MINN.